



Abdulrahman Osilan

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ABOUT ME

I am an efficient and confident sales executive with demonstrated experience working in the telecommunications industry. My experience helped me develop expert knowledge of the sales process and customer satisfaction. I am highly motivated to continue learning and improving my craft.

SKILLS & PROFICIENCIES

- Account management
- Strategic and social selling
- Conversational English Level
- Verbal communication skills
- Negotiation Skills

CERTIFICATION

Sales Introduction Course

Mobily
July 2013

Sales Skills Training Course

Mobily
Aug 2014

Customers Experiences Training Course

Alliance Human Performance Development
Jan 2021

Retail Management.

Jan 2022

Marketing Research Training Course

Monshaat
Jan 2022

WORK HISTORY

Sales Executive Representative

Mobily

April 2013 to October 2021

- Responsible for all sales activities from lead generation to closing
- Works closely with sales and support teams to foster high customer satisfaction
- Research and recommend prospects for new business opportunities
- Research and analyze sales options
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify improvements or recommend new products
- Collect and analyze information and prepare data and sales reports
- Attend workshops to learn more technical and professional skills for the job
- Build and maintain professional networks

EDUCATIONAL BACKGROUND

Taibah University

Bachelor's Degree in Business Administration
2022

AWARDS AND HONORS

Top Five in the Kingdom for Billed Sales

October 2017

Customers Satisfaction Evaluation

October 2019