

MOHAMMED SALEH ALAWAD

CONTACT

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- Jeddah
- 37 YEARS OLD

PROFILE

I have experience in the field of sales and marketing for more than 14 years More than 8 years of experience in the city of Jeddah in the field of sales - retail - wholesale - the medical field (pharmacies - medical supplies) and the full ability to open new labor markets and clients for the company and achieve goals, plans and follow-up
Work for a company, stay organized, and communicate clearly. Always look for ways to grow and achieve real results in any work environment

SKILLS

- Effective communication skill
- Active listening
- Teamwork
- Creative thinking
- Flexibility, adaptation
- Driving skill
- Critical thinking
- Decision-making
- Attention-to-detail
- Research skills
- Marketing skills
- Presentation skills

WORK EXPERIENCE

“Current work : Started working from 2017 until now on the job”

- Napco Trading and Distribution Company (Sanita)
- “ Working in the retail sector - grocery stores - supermarkets”
- Fully familiar with all North Jeddah customers and make friends with them
- Achieving my monthly goals with a growth rate for the region that sometimes exceeded 50%
- The ability to open a new customer account and convince them of the company's products despite the existence of many alternatives
- The ability to convince customers to take space in the place and use it for the benefit of the company by providing products
- Competing with more than one alternative company and outperforming them in providing flooring and taking space

“wholesale and discount shoup”

- Working with major customers such as the economic hall/ Al Wissam World World of Savings / Bashawat / Q / Al Shamel Complex / Safa Ring

" Sector Achievements "

- Achieving targets with a growth rate in 2024/2025 exceeding 40%
- Introducing new items and taking larger spaces
- Full control of delivery times and the company's range of candlesticks and reach the desired output
- Very good relationships with customers

EDUCATION

- Faculty of Law

LANGUAGES

- English (Good)

COMPTER SKILLS

- Working with word -Orcale Gd
Idwards - sales force - Excel

" Previous Work " From 2010 to 2016

- Working for the Middle East United Chemicals Maintenance Company for seven years, specializing in pharmaceutical sales MUP - Glaxo - Pfizer - (Arab Republic of Egypt)

"Working in the pharmacy sector"

- Achieving the required progress and achieving the monthly plan goals, selling the company's follow-up items and collecting debts in the market.
- Achievements in the pharmacy sector
- Obtaining the first delegate more than once
- Honored by Glaxo for selling the famous Augmentin variety with the highest sales rate in Egypt
- Promotion to the wholesale sector

“SENIOR” wholesale sector

- Working for 4 years in the wholesale sector and achieving a monthly turnover close to 4 million pounds on my own