

Dammam,
Saudi Arabia
0505281566
sebaalwayel@gmail.com

Seba Alwayel

Personal Summary

Highly motivated team player with a track record of achieving and exceeding sales goals. Possesses excellent communication, organizational and motivational skills. Experienced in developing business strategies and leading teams to successful outcomes. Excellent communication, problem-solving and customer service skills.

EXPERIENCE

Qlub , Eastern Province — Sales Manager

May 2024 - PRESENT

Handling sales in Eastern Province ,conducted comprehensive training sessions for sales staff, enhancing their product knowledge and sales techniques. Prepared detailed reports on sales activity, revenue generation, and market penetration for senior management review.Coordinated with the marketing department to create compelling sales campaigns and promotional activities.Managed sales pipeline efficiently, ensuring consistent flow of business and meeting of sales objectives.

Hungerstation, Dammam — Sales Account Manager

August 2021- May 2024

Oversees sales activities and develops relationships with customers.Responsible for managing accounts, ensuring clients are satisfied.Managing the partner's relationships and coordinating with the internal teams to deliver the appropriate solutions developing and maintaining excellent knowledge and understanding of our business, offerings, competitors, and industry. Utilized CRM software to track accounts, leads, contacts, and opportunities

LazyWait, Dammam — Sales Consultant

January 2021 - August 2021

Negotiated contracts with vendors and customers to maximize profits. Generating new sales opportunities. Assisted in creating monthly sales plans, reports as well as researching new clients. Lead the team members through the creation of results oriented KPIs and development of account management skills.

EDUCATION

UNIVERSITY OF SOUTH CAROLINA, United State

INTEGRATED INFORMATION TECHNOLOGY |UNIVERSITY OF SOUTH CAROLINA 2016 – 2020

Overall, Hours: 138 Overall GPA: 3.003 College: College of Engr & Computing

Skills

- | | |
|--------------------------------|--|
| ● CRM Software | Active listening |
| ● Problem-solving | Contract negotiation |
| ● Emotional intelligence | Team collaboration |
| ● Client Relationship Building | Business Relationship Management |
| ● Multitasking | Office applications |
| ● Performance Tracking | Microsoft Word, Excel, PowerPoint, Outlook, One Note |