

HISHAM ALJBOUR

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SUMMARY

Results-driven sales professional with 12+ years of experience across B2B sales, building materials, technical solutions, and customer engagement. Proven ability to close deals, develop long-term client relationships, and exceed sales targets. Strong background in project sales to contractors, consultants, and key decision-makers. Adept at consultative selling, procurement, and operational management.

EXPERIENCE

Izzat Marji Group, Sales Executive and Team Leader – (Tools, Mechanical & Sanitary Solutions)

Aug 2022 – Present

Specialized in **AEG power tools, Fischer fixing systems, and sanitary solutions**, providing tailored solutions to contractors, consultants, and project developers.

Prepared and delivered technical proposals, quotations, and product presentations for medium- and large-scale projects.

Managed key client accounts, conducted site visits, and ensured timely project follow-up.

Negotiated contracts and coordinated with procurement and logistics teams to guarantee on-time delivery of materials.

Delivered technical support and product training for clients and site engineers to ensure correct product usage and application.

Worked closely with the project sales team to identify new opportunities, expand market share, and strengthen brand positioning.

Ensured after-sales service and customer satisfaction, maintaining long-term business relationships.

Consistently met and exceeded monthly sales targets through consultative selling and solution-based approaches.

Ibrahim Aljbou Contracting, Procurement Officer – Construction Sector

Jun 2018 - Jul 2020

Sourced and negotiated contracts for building materials, tools, and services.

Coordinated closely with site engineers to ensure timely supply and minimize project delays. Maintained vendor relationships and accurate procurement documentation aligned with project budgets.

Fast Stop Car Rental, Sales Specialist – Customer Service & Operations

Aug 2015 - May 2018

Promoted long-term rental packages and provided customized solutions for individual and corporate clients.

Handled contract agreements, customer onboarding, and payment processing.

Managed daily operations, leading to improved client satisfaction and retention.

Pan Gulf Holding, Sales Specialist – B2B & Project Sales (Building Materials & Tools)

Apr 2013 - Dec 2014

Sold a range of technical products including **Stayer Power tools** and **Fischer Fixing Systems** to contractors, project managers, and consultants.

Conducted product demos, provided technical support, and negotiated terms for project-based supply deals.

Consistently achieved and exceeded sales targets by building strong client relationships and identifying new project opportunities.

Izzat Marji Group, Sales Executive – (MEP, Tools & Construction Systems)

Mar 2011 - Apr 2013

Specialized in **AEG power tools** and **Fischer fixing systems**, delivering tailored solutions to commercial and residential developers.

Managed CRM, prepared and followed up on technical proposals, and ensured smooth after-sales service.

Played a key role in closing several high-value contracts by providing consultative selling and technical expertise.

Al-Yacoub Contracting, Public Relations Assistant

Dec 2006 - Dec 2007

Supported project documentation, permits, and public communication tasks.

EDUCATION

Al-Ahliyya Amman University

Bachelor of Law • 2006 - 2010

SKILLS

Ability to close deals and handle objections • Building long-term relationships and trust • Customer service & front desk operations • Sales & client engagement strategies • Communication & interpersonal skills • Operations planning & multitasking • Microsoft Office & Google Workspace • Arabic • English