

## Abdulmohsen Jassim Aboowais

**Target Roles:** Sales Consultant | Finance Specialist | Customer Support

**Location:** Eastern Province – Al-Ahsa    **Phone:** 0577770091    **Email:** Abdulmohsen.Aboowais@outlook.sa

### Professional Summary

Sales and finance professional with over 4 years of experience in banking, consumer finance, and B2C environments. Demonstrated success in direct sales, CRM operations, and credit analysis. Skilled in client engagement and performance optimization through KPI tracking and strategic reporting. Known for delivering high service quality and maintaining strong customer relationships.

### Work Experience

#### **Senior Sales Coordinator** *Lunar Space Finance Company – Al-Ahsa* **Nov 2024 – Apr 2025**

- Managed daily sales operations and contract pipeline tracking
- Supported sales teams with CRM performance reports and data insights
- Maintained client communication, ensuring timely follow-ups and satisfaction

#### **Tele-Sales Representative / Customer Service Agent** *Dar Wa Emaar Company – Khobar* **Apr 2024 – Nov 2024**

- Conducted outbound calls to prospective and existing clients
- Promoted offers tailored to customer needs, enhancing lead conversion
- Handled CRM database updates and resolved inquiries promptly

#### **Banking Sales Consultant** *Banque Saudi Fransi – Khobar* **Nov 2023 – Apr 2024**

- Sold personal loans, home financing, and credit cards across multiple channels
- Surpassed monthly sales targets while maintaining compliance standards
- Delivered personalized customer service aligned with banking policies

#### **Credit Officer** *Abdul Latif Jameel United Finance – Dammam* **Nov 2022 – Aug 2023**

- Assessed auto finance applications and verified supporting documents
- Coordinated with car dealers to streamline credit processing
- Supported operations team and enhanced customer retention through responsive service

#### **Field Sales Supervisor** *Etihad Jawraa (Lebara) – Al-Ahsa* **Jan 2021 – Apr 2022**

- Supervised retail POS locations and monitored field performance
- Ensured stock availability and resolved product-related issues on-site
- Led regional marketing initiatives to boost brand visibility and sales reach

### Education

**Diploma in Office Management** Technical College – Al-Ahsa | *Graduated 2015*

### Key Skills

#### **Sales & Customer Engagement:**

- Direct Sales (B2C) & Tele-Sales
- Client Relationship Building
- Offer Presentation & Negotiation

#### **Finance & Analysis:**

- Credit Review & Risk Assessment
- KPI Monitoring & Performance Reporting
- CRM System Operations

#### **Professional Competencies:**

- Time Management & Task Organization
- Microsoft Office Suite (Word, Excel, PowerPoint)
- Adaptive Communication & Problem-Solving

### Professional Certifications

- Retail Banking Foundations
- Credit Adviser Exam
- Artificial Intelligence Concepts
- Principles of Artificial Intelligence