

AHMED HOSNY EID FARAG

SALES EXECUTIVE

Riyadh | ahmedhosny.jr@gmail.com | +966501804261

LinkedIn: <https://linkedin.com/in/ahmed-hosny-eid-060871110>

A results-driven and dedicated sales professional with over 7 years of experience in driving revenue growth, building client relationships, and enhancing customer satisfaction. Adept at developing and executing sales strategies, providing tailored product consultations, and coordinating with cross-functional teams to ensure smooth operations. Seeking to leverage my strong sales background, market research expertise, and client management skills to contribute to the success of a dynamic organization in a challenging and growth-oriented role.

PROFESSIONAL EXPERIENCE

Alwah Alkjaleej Co. (ACP) Industry March 2025 - present
Sales and Marketing Specialist (Outdoor)

(Saudi Arabia / Riyadh)

- Developed and maintained strong relationships with contractors, consultants, and architects to drive ACP product specifications and sales.
- Conducted field visits to project sites and client offices to identify opportunities and present product solutions.
- Promoted fire-rated ACP panels (A2, B1) by highlighting technical features, finishes, and installation systems.
- Managed the full sales cycle: lead generation, quotations, negotiations, and deal closure.
- Collaborated with technical and production teams to ensure product delivery and client satisfaction.
- Provided weekly sales reports and market insights to support strategic planning and business development.

AlSaif Gallery | Sales Executive Feb 2024 - March 2025

(Saudi Arabia / Riyadh)

- Developed sales strategies to drive revenue growth and achieve monthly targets.
- Provided tailored consultations to clients on products and services to meet their needs and enhance satisfaction.
- Coordinated with internal teams to ensure product availability and resolve issues related to orders or services.
- Maintained strong relationships with customers to foster loyalty and encourage repeat purchases.

ElAraby Group | Sales Executive
(Egypt / Mansoura)

Dec 2018 - Jan 2024

- Achieved sales targets by identifying customer needs and providing tailored product recommendations.
- Built and maintained long-term client relationships to enhance loyalty and drive repeat business.
- Monitored inventory levels and coordinated with the supply chain team to ensure product availability.
- Conducted market research to identify trends, customer preferences, and competitive offerings.
- Prepared regular sales reports and provided insights to management to inform decision-making.

Delta Pharma (Unilever Agent in Delta)
Sales Representative (Outdoor)

May 2018 - Sep 2018

- Promoted Unilever products to existing and potential clients, ensuring increased market penetration.
- Monitored product display and ensured adherence to merchandising standards.
- Supported the introduction of new products to clients and provided detailed information about their benefits.
- Collected market feedback to identify customer preferences and competitive activities.

EDUCATION

Bachelor's Degree in Business Administration

2014 - 2018

- Faculty of Commerce | Mansoura University
- Grade: Good

SKILLS

Holder of a valid driver's license

Leadership and management

Strategic planning

Sales and marketing skills

MS office

Time management

Negotiation and communication

Problem-solving

Analytical thinking and decision-making

Teamwork

LANGUAGES

Arabic : Native

English : good

REFERENCE

MR : Omar abbas

head of development, sales manger assistant in AlSaif Gallery

Telephone : +966597036787

MR : Mohamed massoud

area manager of Riyadh in AlSaif Gallery

Telephone : +966582883710

MR : Ahmed hassan

store manager in AlSaif Gallery

Telephone : +966570482140