

MOHAMED MAHMOUD

SALES KEY ACCOUNT

✉ mohamedkhafaga245@gmail.com
☎ +966565783180
📍 Riyadh , Kingdom of Saudi Arabia

ABOUT ME

Results-driven Sales Professional with over 5 years of experience in Key Account Management and B2B sales within the FMCG sector in Saudi Arabia and the UAE. Proven ability to drive revenue growth, manage client relationships, and execute strategic sales plans. Skilled in route planning, negotiation, collections, and performance reporting.

EDUCATION

BACHELOR OF COMMERCE
Tanta university | 2018
Grade Good

SKILLS

- Persuasion
- Adaptability
- Customer Focus
- Problem-Solving
- Product Knowledge
- Account Management

DRIVING LICENSE

Driving license category
Private

WORK EXPERIENCE

SALES KEY ACCOUNT | *Berain company* | *Jeddah* | Jan 2023 - Present

- Analyze market trends and competitor activities to identify growth opportunities.
- Follow up consistently with prospects and clients to nurture relationships and secure sales.
- Achieve or exceed monthly and quarterly sales targets through strategic planning.
- Track sales activities and pipeline progress using CRM tools for accurate forecasting.
- Develop tailored sales proposals and presentations to meet client needs and close deals.
- Collaborate with internal teams to ensure seamless delivery of products and services.

SALES KEY ACCOUNT | *Basamh Marketing Company* | *Riyadh* | Jan 2021 - Jan 2023

- Identify and target new business opportunities through market research and prospecting activities
- Build and maintain strong relationships with key clients to ensure customer satisfaction and retention
- Prepare and deliver compelling sales presentations tailored to client needs and objectives
- Negotiate contracts and close deals to meet or exceed sales targets and revenue goals

SALES EXECUTIVE | *Nestle water Company* | *United Arab Emirates* | Jan 2019 - Jan 2020

- Prospected and generated new client leads through cold calling and networking events
- Conducted product presentations and demonstrations to potential clients to showcase features and benefits
- Negotiated and closed sales deals, ensuring mutually beneficial agreements
- Maintained and updated CRM database with accurate client and sales activity records