

Bahaa Eddine Khoudour

Doha

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Objective

Results-oriented sales professional with 4 years experience in the steel manufacturing industry. Proven track record of driving revenue growth, building strong customer relationships and identifying new business opportunities. Skilled in technical sales, market analysis and providing customized solutions to meet customer needs. Proficient in negotiating contracts and managing the overall sales process. I also grew up in this environment as my father owns a steel manufacturing plant in Algeria

Work Experience

SALES ASSISTANT

January 2019 , November 2024

Extra metal

- Developed and executed sales strategies to penetrate new markets in the steel fabrication industry.
- • Achieved specific sales target or percentage growth in revenue within timeframe.
- • Built long-term relationships with clients, leading to 75% increase in repeat business.
- • Delivered technical presentations to clients, showcasing product capabilities and benefits.
- • Worked closely with the production team to address client requirements and ensure quality standards.

Core Competencies

• Steel fabrication product knowledge • B2B sales and client relationship management • Market research and competitive analysis • Negotiation and contract management • Sales forecasting and budgeting • Team leadership and collaboration • CRM tools (e.g., Salesforce, HubSpot) • Strong communication and presentation skills

Education

Bachelor's degree in information system and software engineering September 2018 , August 2022
Mohamed El Bachir El Ibrahimi University

Skills

• knowledge of computer • Ability of communication • Excellent in team work Ability to work under pressure • Problem solving

the language

Arabe , English , Franch