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Valid QID and Driving Licence

Professional Summary

Results-driven and highly skilled Sales Executive with over 10 years of experience in driving business growth and managing sales teams. Proven track record of success in both B2B and B2C environments, with expertise in strategic planning, relationship management, and sales leadership. Adept at identifying market opportunities, negotiating contracts, and leading teams to exceed sales targets.

Professional Experience

B2B & B2C Sales Manager

Palacios Contracting – Doha Qatar

December 2023 – Present

- Spearhead B2B and B2C sales efforts, building strong customer relationships and driving revenue growth across multiple verticals.
- Develop and implement sales strategies to identify new business opportunities and maintain a robust pipeline.
- Oversee a team of sales representatives, providing guidance and ensuring sales goals are met.
- Track sales performance, conduct market research, and present regular reports to senior management.

- Successfully negotiate contracts and pricing to meet company and client objectives.

Store Manager

Abou Issa Group – Doha Qatar

2020 – 2023

- Managed day-to-day operations of the retail store, including inventory management, staff training, and customer relations.
- Increased store sales by 15% through effective sales strategies, promotions, and outstanding customer service.
- Trained and supervised a team of 6 staff members, fostering a high-performance work environment.
- Collaborated with the marketing team to develop promotional campaigns that boosted foot traffic and sales.
- Ensured all store operations adhered to company policies, procedures, and safety regulations.

Sales Executive

Supplement House – Doha Qatar

2016 – 2019

- Generated leads and developed new business opportunities for the company's portfolio of dietary supplements.
- Managed client relationships and provided customized sales solutions to meet customer needs.
- Exceeded sales targets consistently, driving a 15% increase in annual sales revenue.
- Worked closely with marketing and product development teams to promote new products.
- Provided excellent after-sales support to ensure customer satisfaction and repeat business.

Skills

- B2B & B2C Sales
- Team Leadership & Development

- Customer Relationship Management (CRM)
 - Contract Negotiation
 - Sales Strategy & Forecasting
 - Market Research & Analysis
 - Communication & Presentation Skills
 - Strategic Planning
 - Inventory & Retail Management
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Education

Bachelor's degree in business management at LIU

Languages

- ✓ Arabic Native language
- ✓ English Fluent