

ABEDL RAHMAN ALSUGHAIR

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30464676

Doha DA

PROFESSIONAL SUMMARY

A dedicated, results-driven, and proactive sales professional with a strong background in client engagement, showroom sales, and business development. My experience spans across ceramics, sanitary ware, HVAC systems, and home appliances. Known for excellent communication, strategic selling, and a customer-centric approach, I seek to contribute my skills in a dynamic organization that fosters professional growth.

CORE COMPETENCIES

- B2B/B2C Sales & Consulting
- CRM & Sales Reporting Tools
- Customer Service & Relationship Building
- Technical Product Presentation
- Showroom Management
- Team Collaboration & Leadership
- Sales Target Achievement
- Negotiation & Closing Deals
- Time Management & Organization
- Administrative & Proposal Writing
- Microsoft Office Suite
- CRM Platforms (e.g., Salesforce, Zoho)
- POS Systems
- Email Correspondence & Reporting
- ERP Systems (Basic knowledge)

WORK EXPERIENCE

SALES CONSULTANT | 12/2022 to Current **Nabina Ceramic - Doha**

- Sell a wide range of ceramic, porcelain, and marble products to retail and corporate clients.
- Provide detailed product knowledge and technical advice tailored to customer needs.
- Conduct design consultations and present tile and sanitary ware solutions.
- Trained by TOTO, Vitra, Sant'Agostino, and Marca Corona.
- Maintain showroom standards and build long-term client relationships.
- Consistently exceed sales targets.

SENIOR SALES CONSULTANT | 08/2019 to 10/2022 **Abdullah Hassan Corp. for AC Systems**

- Oversaw showroom layout, inventory, and HVAC system displays.
- Led sales planning and customer follow-ups.
- Coordinated with the technical team for installations.
- Built after-sales support processes.

SALES EXECUTIVE | 03/2016 to 08/2019 **Makhool Trading**

- Specialized in air conditioning and home appliances.
- Managed full sales cycle and client database.
- Developed promotional campaigns and handled supplier negotiations.

EDUCATION

Zarqa University - Zarqa, Jordan
Bachelor's Degree
Marketing, **01/2019**

LANGUAGES

- Arabic, Native
- English, Professional Proficiency

DRIVING LICENSE

- Available