

AMIR IDRIS BADRI ADAM

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Professional Summary

Experienced Sales Representative and Driver with over 6 years of expertise in sales and logistics. Demonstrated ability to manage sales targets, build customer relationships, and ensure timely deliveries. Possesses strong communication skills in both Arabic and English and holds a valid Qatari driving license.

Work Experience

Sales Representative and Driver

JTI Company, Sudan

2016 - 2023

- Managed and developed sales strategies to meet targets in various regions.
- Established and maintained strong relationships with customers to enhance sales and repeat business.
- Ensured timely delivery of products, maintaining high customer satisfaction levels.
- Conducted market research to identify potential growth opportunities.

Sales Representative

Adiyat Company, Sudan

2013 - 2015

- Identify and pursue new sales opportunities through cold calling, networking, and referrals.
 - Develop and maintain strong relationships with existing and potential clients.
 - Present, promote, and sell products/services to meet customer needs and achieve sales targets.
 - Conduct product demonstrations and provide detailed information to clients.
 - Negotiate contracts, terms, and pricing with clients to close sales.
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Education

Diploma in Telecommunications Engineering

University of Al-Nilein, Sudan

Graduated in 2013

Skills

- **Lead Generation and Prospecting**
Ability to identify potential clients through various methods such as cold calling, networking, and online research. Skilled in qualifying leads to ensure effective targeting of sales efforts.
- **Negotiation and Closing Deals**
Expertise in negotiating terms and conditions to achieve win-win outcomes for both the company and clients.
Strong closing techniques to secure deals and increase revenue.
- **Product Knowledge and Presentation**
Ability to quickly learn and deeply understand product features and benefits to effectively communicate value to customers.
Skilled in delivering compelling sales presentations tailored to the customer's needs.
- **Time Management and Organization**
Capable of managing multiple accounts and sales cycles simultaneously while ensuring timely follow-ups and pipeline management.
Strong organizational skills to prioritize tasks and maximize productivity.
- **Market Research and Analysis**
Skilled in analyzing market trends, customer needs, and competitive products to identify opportunities and develop strategies.
Experience in gathering customer feedback and insights to inform product development and marketing strategies.
- **Upselling and Cross-Selling**
Proven ability to identify additional sales opportunities by understanding customer needs and promoting complementary products or services.
Experience in increasing average order value through effective upselling and cross-selling techniques.
- **Communication and Interpersonal Skills**
Strong verbal and written communication skills to effectively interact with clients, team members, and stakeholders.
Ability to build rapport quickly and establish trust with clients from diverse backgrounds.
- **Sales Reporting and Analysis**
Experience in preparing detailed sales reports and forecasts to track performance and adjust strategies as needed.
Proficient in analyzing sales data to identify trends, strengths, and areas for improvement.
- **Adaptability and Resilience**

Licenses

- Valid Qatari Driving License

Languages

- **Arabic** : Native
- **English** : Intermediate