

Mohamed kahwaji

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Senior sales representative & debt collection

- Results-driven Senior Sales Representative with over [7] years of experience in the paint manufacturing industry, specializing in project-based sales, product specification, and debt collection. Proven track record of exceeding sales targets, driving business growth, and maintaining strong relationships with consultants, contractors, and project owners. Skilled in identifying client needs during early design stages, negotiating high-value deals, and ensuring timely collections to support company cash flow. Adept at market analysis, strategic planning, and CRM management, with a commitment to delivering exceptional service and sustained revenue growth.

Work experience

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Mar 2019 – present

Paint manufacturing company [National paints factories]

- • Led sales operations for a wide range of paint products, targeting construction projects and key accounts.
- • Collaborated with architects, consultants, and specifiers to position products during early project design phases.
- • Achieved and consistently maintained monthly sales of over QAR 1 million.
- • Increased gross monthly sales by 50% within six months through client acquisition and strategic planning.
- • Secured a collection rate of 75%+ from total monthly sales, reducing overdue accounts and improving cash flow.
- • Built and managed a sales pipeline of over 100 prospective clients using a structured CRM approach.
- • Provided management with detailed sales reports, forecasting, and strategic market insights.
- • Supported pricing strategy and contract negotiations to win key project bids.

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Sep 2017 – feb 2019

AL Ta'adhd Group – Gree Airconditioners

- • Managed B2B and project-based sales for GREE air-conditioning systems, catering to contractors, consultants, and corporate clients across various sectors.
- • Worked closely with engineering consultants and developers to specify GREE

systems in project designs and tender documents.

- • Achieved consistent monthly sales targets and contributed to key project wins in the commercial and residential sectors.
- • Monitored account receivables and followed up on outstanding payments, achieving a collection rate of over 70%.
- • Developed strong client relationships, providing technical support and product presentations that aligned with customer needs.
- • Conducted competitive market research and identified business opportunities in both private and government projects.
- • Maintained accurate sales documentation, client records, and collection reports for senior management review.

Education

High technical qualification certificate

Sep 2011 – Sep 2013

CIFES INTERNATIONAL ACADEMY

- computer science and media network

Bachelor degree

Jun 2010 – aug 2011

Cartage academy tunisia

- computer science

Skills

- • B2B Sales & Project Specification
- • Client Relationship Management
- • Debt Collection & Account Reconciliation
- • CRM & Pipeline Management
- • Market Research & Competitive Analysis
- • Budgeting & Sales Reporting
- • Negotiation & Closing Deals
- • Strategic Planning & Execution

Language

- • Arabic: Native
- • English: Fluent