

# Jalal Aboumoghdeb

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📍 Doha, Fereej Kulaib | Nationality: Syrian | Marital Status: Married

## Professional Summary

Motivated and customer-oriented Sales Professional with over 8 years of experience in furniture and retail sales across Qatar. Skilled in face-to-face selling, product presentation, and building lasting customer relationships. Dedicated to achieving sales targets and providing exceptional customer service that drives customer satisfaction and company success.

## Core Skills & Competencies

- Face-to-Face Sales & B2C Strategies
- Customer Relationship Management (CRM)
- Appointment Booking & Product Presentation
- Negotiation & Deal Closing
- Target Achievement
- Upselling & Cross-Selling
- Product Knowledge & Visual Merchandising
- Effective Communication & Interpersonal Skills
- Problem-Solving & Adaptability
- Team Collaboration & Support

## Professional Experience

Jul 2016 – Aug 2025

### **Madi International, Project Sales Executive – Furniture, Equipment-Doha**

- Exceeded sales targets by 90% through targeted sales strategies and account management.
- Led and motivated a team of 6+ associates to achieve collective sales goals.
- Negotiated with high-profile clients in VIP villa, hospitality, media, and healthcare sectors, expanding the customer base.
- Provided customized solutions for large-scale projects ensuring customer retention.
- Collaborated with sales, marketing, and operations teams to deliver consistent results.

Aug 2011 – Jun 2016

### **Tivoli Group, Sales Executive – Home & Office Furniture - Doha**

- Surpassed sales quotas by offering customized furniture solutions.
- Delivered personalized client consultations, driving satisfaction and repeat sales.
- Supported management in implementing new sales strategies.

Apr 2008 – Aug 2011

### **Al Fardan Group, Sales Executive – Watches & Jewelry-Doha**

- Promoted luxury jewelry and watches, increasing sales through upselling and cross-selling.
- Provided after-sales support, ensuring client loyalty.
- Keep updated with industry trends to offer premium advice to clients.

## Key Achievements

- Consistently exceeded annual sales quotas by 20–40% across multiple industries.
- Generated over QAR 1M in annual sales revenue through new client acquisition and key account management.
- Recognized as a Top 5 Sales Executive in Qatar region at Madi International (2018–2023).
- Implemented face-to-face marketing strategy that boosted lead conversion rates by 40%.
- Developed and delivered sales coaching sessions for junior executives, improving team productivity by 25%.
- Secured long-term contracts with clients in hospitality, healthcare, and corporate sectors.

## Education

09/2004

High School Diploma

08/2007

Agricultural Diploma – Agricultural Institute, Zina & Plants Specialization

## Professional Training & Certifications

- Sales Mastery Training – Madi Company (2023)
- Advanced Sales, Marketing & Analytics – Madi Company (2020)
- Retail Sales, Product Knowledge & Sales Techniques – Tivoli Group (2015)

## Technical Skills

- Microsoft Office Suite (Excel, Word, PowerPoint)
- CRM Tools (Zoho, Salesforce, HubSpot)
- WhatsApp Business & Email Marketing Campaigns
- Social Media Marketing (Facebook, Instagram, LinkedIn)
- Cold Calling & Digital Outreach

## Languages

- **Arabic** – Native
- **English** – (Speaking, Reading, Writing)