



# ANAS ALAWEEN

## SALES EXECUTIVE

### PROFESSIONAL SUMMARY

A dedicated Sales Executive with extensive experience in client relationship management, market analysis, and achieving high-volume sales targets. I possess strong analytical problem-solving skills and the ability to master new concepts and technical tasks quickly. I am seeking a challenging position that allows me to utilize my sales expertise while expanding my technical skill set in a professional environment.

### WORK EXPERIENCE

#### Elite Auto Center | Doha, Qatar 2022-2026

##### *Sales Manager and Foreman*

- Identify and pursue new business opportunities and wholesale clients.
- Build and maintain long-term relationships with existing clients to ensure satisfaction.
- Consistently meet or exceed monthly and annual sales targets and quotas.
- Negotiate contract terms, pricing, and delivery schedules.
- Manage the full order cycle, ensuring accurate processing and timely fulfillment.
- Collaborate with internal marketing, finance, and customer service teams to streamline operations.
- Prepare detailed sales reports and performance forecasts for management.

#### Paris Dry Clean & City Center Dry Clean | Amman, Jordan

##### *Business Owner & General Manager | 2016 - 2022 \**

##### *Founded and managed two independent dry cleaning businesses in Amman.*

- Founded and managed two independent dry cleaning businesses in Amman, overseeing all operational and administrative aspects.
- Managed and supervised a dedicated team of 20 employees, ensuring high-quality output and operational efficiency.
- Secured and managed service contracts for high-profile institutions, including the Prime Ministry, Specialized Eye Hospital, Ibn Al-Haytham Hospital, Orthodox Club, Arena Hotel, Golden Suites Hotel, and Sultan Ibrahim Restaurant.
- Implemented expert technical protocols for fabric sorting based on material, type, and color for optimal treatment.
- Ensured safe and precise handling of industrial cleaning chemicals and selected appropriate materials for delicate fabrics.
- Specialized in advanced stain removal for complex/dark stains and professional fabric dyeing and restoration.

### CONTACT

- ✉ anasalaween32@gmail.com
- ☎ +97433376196
- 📍 Doha, Qatar
- Jordanian
- Male
- 38 years old
- Single

### CORE SKILLS

- Sales & Negotiation: Persuasion, contract negotiation, and closing deals.
- Customer Relations: Active listening relationship building, and conflict resolution.
- Operational Management: Time management, order processing, and sales forecasting.
- Adaptability: Highly resilient and capable of adjusting sales approaches to different personalities and situations.
- Problem Solving: Creative approach to overcoming obstacles and customer concerns.

### EDUCATION

- Bachelor of Interior Design | Al-Ahliyya Amman University | 2007 - 2014
- High School Diploma | Amman, Jordan

## LANGUAGES

- Arabic: Native
- English: Proficient

## WORK EXPERIENCE

### ● Matalan Group | Amman, Jordan 2019-2020

#### *Assistant Sales Manager*

- Engaged with potential clients to identify specific product needs and preferences.
- Conducted professional sales presentations and product demonstrations.
- Developed accurate quotes, bids, and tailored proposals for diverse client requirements.
- Stayed current on industry trends and competitor activities through continuous market research.
- Provided technical support and training to clients regarding product usage.

### ● Bristol Hotel (5-Star) | Amman, Jordan 2017-2018

#### *Laundry Department Manager*

- Founded and managed two independent dry cleaning businesses in Amman, overseeing all operational and administrative aspects.
- Implemented expert technical protocols for fabric sorting based on material, type, and color for optimal treatment.
- Ensured safe and precise handling of industrial cleaning chemicals and selected appropriate materials for delicate fabrics.
- Specialized in advanced stain removal for complex/dark stains and professional fabric dyeing and restoration.

### ● Al-Hokair Retail Group | Amman, Jordan 2015-2017

#### *Sales Manager*

- Researched and targeted new wholesale buyers and distributors.
- Negotiated sales contracts, including pricing and payment terms.
- Analyzed customer feedback to help improve product offerings and sales strategies.
- Monitored market conditions to identify potential business opportunities and threats.

### ● United Colors of Benetton | Amman, Jordan 2011- 2014

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