

Abdullah Alghaithi

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SUMMARY

Experienced B2B Sales Professional skilled in building relationships, negotiating major deals, and driving revenue growth. Adept at delivering tailored solutions and fostering long-term partnerships with a focus on customer satisfaction.

WORK EXPERIENCE

BG products - B2B Sales Specialist

06/2022 - Current

- Developed B2B sales strategies to achieve targets and increase revenue.
- Built sustainable client relationships and delivered tailored solutions to meet their needs.
- Managed the full sales cycle, from lead identification to contract signing.
- Prepared sales performance reports and provided recommendations for improvement.
- Conducted field visits to clients to follow up on sales, resolve issues, and propose performance enhancements.

Sell any car - Sales advisor

01/2021 - 06/2022

- Greeted clients and provided professional service to ensure satisfaction.
- Inspected vehicles and documented their condition for online auction listing.
- Listed vehicles on the auction platform and monitored bids to secure optimal prices.
- Negotiated with clients to successfully close sales deals.
- Coordinated vehicle deliveries and prepared auction performance reports.

Al-Ajimi Est - Data analyst

08/2018 - 12/2020

- Accurately entered electricity meter data into the SAP system to ensure precise customer consumption records.
- Received and logged customer complaints in the system for efficient follow-up.
- Directed technicians to client locations to resolve technical issues promptly and effectively.
- Managed and resolved complaints through the SAP system to ensure customer satisfaction and service continuity.

SKILLS

- Negotiation and Persuasion
- Relationship Building
- Time Management
- Problem-Solving
- Data Analysis
- Working Under Pressure
- Team Collaboration

EDUCATION

2017

King Faisal university
Saudi Arabia

**Bachelor of Business
Administration**

LANGUAGES

- English
- Arabic