

ABDULRAHMAN AL-YOUSEF

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PROFESSIONAL SUMMARY

Dynamic and results-oriented Field Sales Representative with a proven track record of exceeding sales targets and expanding customer bases. Skilled in relationship management, strategic selling, and public speaking. Known for delivering tailored solutions, negotiating effectively, and driving consistent revenue growth in highly competitive markets. Passionate about strengthening brand presence and enhancing client satisfaction through innovative sales strategies and data-driven decision-making. Currently advancing professional expertise in the real estate sector through the Real Estate Brokerage program at the Saudi Real Estate Institute (Oct 2025), working toward full licensing.

PROFESSIONAL EXPERIENCE

Field Sales Representative & Public Speaker

Nahda Business Company – Ras Tanura Apr 2025 – Present

- Represent the company at key exhibitions and events to enhance brand visibility and build strategic relationships.
- Participate in the FOMEX Exhibition to showcase products and expand market presence in a competitive environment.
- Manage relationships with 500+ existing clients and actively pursue over 200 new prospects, resulting in expanded market reach and increased sales opportunities.
- Analyze sales data, prepare performance reports, and hold meetings with clients to align goals and improve results.
- Deliver persuasive product presentations to clients and stakeholders, significantly increasing interest and engagement.
- Develop and implement sales strategies to meet and exceed targets, ensuring company growth and profitability.
- Achieve a 25% increase in sales revenue through targeted client engagement.
- Close deals with 40+ new clients, contributing to a 15% growth in the customer base.

Telemarketer

Mithaq Law Firm Jan 2025 - Mar 2025

- Conducted outbound and inbound calls to promote the firm’s legal services and schedule client consultations.
- Professionally communicated with potential and existing clients to explain legal services and address inquiries.
- Covered and followed up with over 150 clients, successfully attracting and engaging 20 new potential clients through persuasive communication and relationship-building.
- Maintained an updated client database and call records using CRM systems to ensure accurate tracking and reporting.
- Collaborated with the marketing and client relations teams to align outreach strategies with business objectives.
- Ensured all client communications complied with confidentiality and ethical standards of the legal profession.

Sales Representative

Freelance 2024 – 2025

- Developed sales strategies to target potential clients, achieving revenue goals and driving growth.
- Built and maintained relationships with clients to ensure repeat business and foster loyalty.
- Conducted market research to identify new opportunities and trends, expanding the client base.
- Provided customer service to address client needs and ensure satisfaction.
- Negotiated contracts to close deals, contributing to the achievement of sales targets.
- Collaborated with teams to optimize sales processes and improve performance.
- Identified and targeted new market segments, increasing market share by 20%

Cashier (Accountant)

Nutritional Supplements Store 2020 – 2021

- Managed daily cash transactions to ensure accuracy and to maintain a balanced register.
- Operated point-of-sale (POS) systems to process payments and to minimize transaction errors.
- Delivered exceptional customer service to foster positive relationships and to ensure customer satisfaction.
- Processed purchases efficiently and to issue receipts to maintain accurate financial records.
- Handled cash and credit transactions to ensure smooth sales operations and to comply with store policies.
- Assisted in managing inventory levels and to ensure product availability for customers.

EDUCATION

High School Certificate | Rahima Secondary School, Ras Tanura | 2013

SKILLS

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|----------------------------------|-------------------------|----------------------|
| • Sales Strategies | • Lead Generation | • Data Analysis |
| • Client Relationship Management | • Sales Forecasting | • Negotiation Skills |
| • Market Research | • Customer Satisfaction | • Strategic Planning |
| • Product Promotion | • Sales Presentations | • B2B Sales |

PROFESSIONAL CERTIFICATIONS

- **Real Estate Brokerage** | Saudi Real Estate Institute | Oct 2025
- **Point of Sale Procedures** | Tadreeb | Jun 2025
- **Consultative Selling Skills** | Tadreeb | May 2025
- **Develop Sales Relationships** | Tadreeb | May 2025
- **Successful Selling Skills** | Tadreeb | Apr 2025
- **Advanced Selling Skills** | Tadreeb | Apr 2025
- **Managing Sales Performance** | Tadreeb | Apr 2025
- **Introduction to Financial Resource Management** | SDEEM | Aug 2024
- **Governance in the Non-Profit Sector** | SDEEM | Aug 2024
- **Creativity in Persuasion Skills** | SDEEM | Aug 2024
- **Financial Sustainability in the Non-Profit Sector** | SDEEM | Aug 2024
- **Performance Management for Executive Managers** | SDEEM | Aug 2024
- **Introduction to the Non-Profit Sector** | SDEEM | Aug 2024
- **Success in Job Interviews** | IPA | Jul 2024
- **Quick Wins** | IPA | Jun 2024

LANGUAGES

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| • Arabic: Native | • English: Professional Working Proficiency |
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