

Mouath Ahmed

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 Al Khobar

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 Mouath A. Elkarim

Career Objective

Results-driven Sales Consultant with a strong track record in exceeding targets and optimizing client satisfaction. Experienced in banking and digital sales, seeking to apply proven skills to drive growth in financial institutions and beyond.

Professional Experience

04/2021 – present
Al Dhahran,
Saudi Arabia

Senior Sales Consultant

Meem Digital Bank (Gulf International Bank)

- **Building Customer Relationships:** Understand needs, offer solutions, and maintain long-term follow-ups.
- **Promoting Digital Services:** Explain benefits and demonstrate digital tools like apps or e-wallets.
- **Data & Report Analysis:** Analyze customer data and sales performance for tailored offers and improvements.
- **Outstanding Customer Experience:** Ensure smooth use of digital channels and resolve technical issues.
- **Training & Self-Development:** Stay updated on trends and enhance technical/sales skills.
- **Achieving Sales Targets:** Plan daily/weekly strategies and use innovative marketing.
- **Collaboration with Teams:** Work with marketing/tech teams and share feedback for better solutions.
- **Compliance:** Follow regulations, protect customer data, and meet banking standards.

09/2014 – 04/2021
Al Khobar, Saudi Arabia

Sales Consultant

American Express

- **Achieving Targets:** Collaborate with the sales team to meet/exceed quotas.
- **Building Relationships:** Strengthen ties with clients to attract new ones.
- **Client Requests:** Address non-qualifying requests and upgrade memberships.
- **Event Coordination:** Organize exhibitions with marketing support.
- **Client Acquisition:** Partner with agencies to attract new customers.
- **Reliability:** Maintain trust through consistent follow-ups and commitments.
- **Customer Satisfaction:** Resolve complaints with effective solutions.
- **Communication:** Engage with clients via calls, emails, and meetings.

Skills

Relationship-Building

Digital Marketing

Audience Adaptability

Persuasion Techniques

Effective Communication

Negotiation

Opportunity Identification

Stakeholder Management

Education

01/2017 – 10/2021
Manama, Bahrain

Bachelor Degree of Business Administration

Talal Abu-Ghazaleh College Of Business