

SALEM ALSHIKH ALTUFAYL

Sales Consultant

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SUMMARY

Results-driven Sales Consultant with over 2 years of experience in both B2B and B2C sales. Demonstrated success in exceeding sales targets by up to 60%, closing high-value deals, and nurturing long-term client relationships. Proficient in CRM systems, sales strategy execution, and market analysis to boost growth and customer satisfaction

PROFESSIONAL EXPERIENCE

Sales Consultant

Bayut Company – Riyadh Jul 2024 – Jan 2025

Promoted real estate listings and service packages to potential clients.

Applied persuasive sales techniques to successfully close deals.

Built and maintained strong relationships to ensure client loyalty.

Sales Representative

Prova Company – Riyadh Nov 2023 – Jun 2024

Negotiated with clients throughout the full sales cycle.

Identified client needs and delivered tailored advertising solutions.

Implemented sales strategies to consistently exceed targets.

SKILLS

Negotiation & Persuasion

Business Development

Client Relationship Management

Deal Closing

CRM Systems (Salesforce, Zoho)

Market Analysis & Research

Sales Strategies

Microsoft Office Suite

EDUCATION

Bachelor's Degree in Accounting

Cairo University - 2019 – 2023

Languages

Arabic: Native - English: Professional Proficiency