

Contact

0561132580
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Eastern Region, Saudi Arabia

Education

Training Program in Computer & Secretarial Applications
Itana Women Institute of Training
(Technical and Vocational Training Corporation)
GPA: 4.5 out of 5.00

Skills

- Sales Leadership
- Strategic Planning
- Client Relationship Management
- Microsoft office
- SAP system
- Reports preparation
- Communication
- Teamwork
- Analytical thinking
- Attention to details
- Time management
- Problem solving

Courses

- Creative secretarial skills- Institute of Public Administration in 1441 H

Batool Abdulrazzaq Al Dubais

Department Head (Sales)

Profile

Detail-oriented department head in sales with +10 years of effectively maintaining great sales strategies for large-scale stores and retail companies, a history working as part of a sales team to manage diverse selling & service functions and achieving sales target, and works closely with management on complex matters. Desiring to take on a challenging position with a long-term career in an organization that contributes to a forward-thinking and fast-moving industry.

EXPERIENCE

Department Head (Sales)

Saudi Co. for Hardware (SACO Hardware) | 2014 – 2024

- Conduct meetings with sales team members to review performance, set goals, and provide coaching.
- collaborate with the sales team to develop and execute tailored client engagement strategies.
- Address any client concerns (Problems) or escalations and solve them in a professional manner and timely
- Review sales data, market trends, and competitor information to identify growth opportunities.
- Develop and refine the department's sales strategies, action plans, and target metrics.
- Regularly review and adapt the sales strategy based on performance and market changes.
- Identify areas of strength and weakness within the sales department
- Implement corrective actions and continuous improvement initiatives to drive better results.