

Amer Fakhri Habash

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Target Job

Target Job Location: Saudi Arabia, Eastern Province

Career Objective: Desire to work with an innovative company with a strong vision and high standard of work in the field of Sales & Marketing, where I could obtain a new valuable experience and to utilize strategies that I learned in college and from experiences that I have been through.

Target Industry: Sales & Marketing Management

Employment Type: Employee

Employment Status: Full time

Personal Information

Birth Date: 31 March 1981

Gender: Male

Nationality: Jordan

Visa Status: Residency Visa (Transferable)

Residence Location: Eastern Province, Saudi Arabia

Marital Status: Married

Number of 4

Dependants:

Driving License: Saudi Arabia

Professional Experience (20 Years)

Oct 2015 – Now : **Product Line Manager**
Wood Lumber Division
Hermes Trading Co.
Dammam, Saudi Arabia

Company Industry: Timber Trading
Job Role: Management

The company was established back in 2014 to be one of the key players in the field of Building Material Trading business. I joined the company as a Product Line Manager in-charge for establishing the wood/Lumber division, to be responsible for the complete business line management starting with purchasing from right suppliers till sales and collection going through managing the whole process of the business such as warehousing of material, Invoicing & accounting activities and hiring of employees.

Oct 2012 – Sep 2015 : **Branch Manager**
International Timber Co Ltd.
Dammam, Saudi Arabia

Company Industry: Timber Trading
Job Role: Sales Management

The company is one of the leaders in the field of Building Material Trading business. I joined the company as a wholesales in-charge to be responsible for the trader's purchases. Later on, after two years I got promoted as Branch Manager to handle the branch in Dammam and manage all the activities running from sales and management prospective.

- * Maintaining on time money collection.
- * Guarantee high quality customer service through periodic follow up.
- * Achieve sales targets in terms of volume and profit margin.
- * Carrying-out market intelligence & surveys.
- * Preparing periodic sales pipe line and traders performance reports.
- * Managing a number of (6) employees in the branch.

- * Attending quarterly sales management meetings with superiors.
- * Increase business through agreements with traders in the kingdom.
- * Monitor trader's performance and increase their business and targets.
- * Control of trader's orders and payments deadlines.
- * Maintain business relation with different traders like:
 - Al Akkas
 - Al Fozan
 - World Wood
 - Lucky Star
 - Al Rashid

Oct 2008 – Sep 2012 : Sales Executive

INMA Trading Co. (Member of Al Turkey Group)
Al Khobar, Saudi Arabia

Company Industry: Trading

Job Role: Sales

The company is one of the leaders in the field of Building Material Trading business. I joined the company nine years ago as a Sales Executive to participate in increasing the company business volume and market share through managing the existing accounts and developing more business by opening new accounts (contractors & traders).

- * Presenting the company and promoting its products.
- * Handling a customer data base of around 25 clients.
- * Maintaining on time money collection.
- * Guarantee high quality customer service through periodic follow up.
- * Achieve sales targets in terms of volume and profit margin.
- * Opening accounts for new (selected) customers in the market.
- * Carrying-out market intelligence & surveys.
- * Preparing periodic sales pipe line and achievement reports.
- * Involvement in preparing sales forecast.

Jan 2006 – Sep 2008:

Sales Executive

Al Fozan Building Material Co.
Al Khobar, Saudi Arabia

Company Industry: Trading

Job Role: Sales

The company is one of the leaders in the field of Building Material

Trading business. I joined the company after graduation from college as a Marketing Executive responsible for the marketing and promoting material, and then shifted to sales division to manage a small number of accounts and develop more business.

- * Handling a customer data base of around 10 clients.
- * Maintaining on time money collection.
- * Achieve sales objectives.
- * Opening new accounts in the market.
- * Preparing periodic sales achievement report.
- * Involvement in preparing sales forecast.

Education

June 2005:	Al Quads University Amman, Jordan Certification/diploma, Marketing
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Trainings

Al Fozan	Product & Material knowledge
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Skills

Sales & Marketing Skills
Negotiation Skills
Self Motivation & Planning Skills
Excellent Team Player
Excellent Use of Microsoft Office Applications

Languages

Language

Arabic	Mother Language
English	Good

References

Available upon your request