



OMER AHMED

CONTACT

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Address

Al Khobar, Dammam

DOB

17/05/1995

Driving License

Available valid until 2029

Nationality

Pakistani

SKILLS

- Technical Skills
- Product knowledge
- Relationship building
- Client relationship management
- Sales planning
- Sales operations
- Verbal and written communication
- Strategic planning
- Marketing strategy
- Persuasive negotiations
- Sales tracking
- Sales presentations
- Market research
- Resolution-oriented

LANGUAGES

English | Advanced

PROFESSIONAL SUMMARY

Dynamic Sales Manager with a proven track record at Dyafa Operations & Hotel Management Company, excelling in relationship building and strategic sales planning. Consistently surpassed targets through persuasive negotiations and market research, driving significant revenue growth. Skilled in client relationship management and adept at collaborating across teams to enhance guest experiences.

EXPERIENCE

Sales Executive – Eastern Region

Dec 2024 – Present

Dyafa Operations & Hotel Management Company

- Developed and maintained strong relationships with corporate clients, travel agencies, and key decision-makers to drive consistent business and repeat bookings.
- Actively prospected for new business opportunities through market research, networking, and cold calling.
- Analyzed OTA performance reports to identify trends and adjust pricing strategy, leading to improved ADR and occupancy rates.
- Conducted sales visits, presentations, and property tours to showcase hotel facilities and services.
- Negotiated corporate and group rates, prepared proposals, and followed up to close deals and sign contracts.
- Achieved and exceeded monthly and quarterly sales targets and KPIs.
- Coordinated with operations, reservations, and front office teams to ensure seamless guest experiences.
- Represented the hotel at trade shows, exhibitions, and networking events to build brand visibility and generate leads.
- Collaborated with the marketing team to launch targeted campaigns and special promotions to increase room occupancy.
- Prepared and submitted regular sales reports, forecasts, and market analysis to senior management.
- Ensured client satisfaction through regular follow-ups, post-stay feedback collection, and personalized service.
- Dyafa Operations & Hotel Management Company, As a leading hospitality company, we are committed to driving innovation and development to consistently set new ambitious benchmarks in the industry. Our passion lies in redefining guest experiences and pushing the boundaries of excellence.

Sales Executive

Nov 2023 – Nov 2024

Leap Networks Arabia Contracting and Trading

- Company Overview: Leap Networks Arabia General Contracting Division is a leading provider of high-quality materials for contracting and general trading. We specialize in a comprehensive range of products, including safety items, electrical components, cables,

and more. Our commitment to excellence is reflected in our rigorous standards for material quality, ensuring that all products meet or exceed industry specifications.

- Overlooking business analysis and planning team for existing territory and green field project and Power products.
- Good knowledge for RVL list of Aramco and 9COM approved materials.
- Preparing yearly, 3-year Business Plan/Budget for the territory by effectively engaging all the stakeholders.
- Review sales logs daily and enforce proper CRM utilization. Conduct sales huddles to review the day's objectives. Hold weekly sales training meetings.
- Developed and executed sales strategies across multiple companies, driving revenue and achieving targets.
- Analyzing the sales trends to identify opportunities, growth to develop trade schemes and amendments in pricing structure.
- Collaborated with cross-functional teams, including marketing, to align sales initiatives with company goals.
- Negotiated contracts and pricing agreements, ensuring favorable terms for both clients and the companies.
- Provided support to the procurement team by managing in-house orders, ensuring timely and efficient processing.
- Monitored and tracked in-house order progress, ensuring alignment with project timelines and company objectives.
- Leap Networks Arabia General Contracting Division is a leading provider of high-quality materials for contracting and general trading. We specialize in a comprehensive range of products, including safety items, electrical components, cables, and more. Our commitment to excellence is reflected in our rigorous standards for material quality, ensuring that all products meet or exceed industry specifications.

Assistant Executive (Underwriting department)

Feb 2020 – Jan 2023

Jubilee Life Insurance Company Limited (Pakistan)

- Company Overview: Jubilee Life Insurance offers a wide range of products, including individual life insurance, health insurance, retirement plans, child education plans, and investment-linked insurance policies. The company is known for its customer-centric approach, focusing on delivering high-quality service and maintaining long-term relationships with its clients.
- Entered data for policies, including those from banca and direct sales clients, ensuring accuracy and completeness.
- Underwrote policies within the assigned limit, adhering to underwriting guidelines and company policies.
- Conducted thorough data checks and issued policies, ensuring all details were correct before finalization.
- Prepared and organized documents for dispatch to clients, ensuring timely delivery.
- Managed the cancellation of policies, processing requests efficiently and updating records accordingly.
- Oversaw the refund process for clients, coordinating with relevant departments to ensure prompt and accurate refunds.
- Reviewed and provided input on higher limit policy cases, collaborating with other regions to address complex underwriting scenarios.
- Reviewed and ensured quality assurance and compliance with the insurance policy regulations.
- Jubilee Life Insurance offers a wide range of products, including individual life insurance, health insurance, retirement plans, child education plans, and investment-linked insurance policies. The company is known for its customer-centric approach, focusing on delivering high-quality service and maintaining long-term relationships with its clients.

Internship in Marketing Department

Dec 2017 – Jan 2018

Yunus Textile. (Pakistan)

- Identify new advertising markets and proposed products to serve them.
- Determine advertising medium to be used and prepare sample advertisement for presentation to customer.
- Introduction to all departments work.
- Mainly working on presenting raw data to presentable facts and figures.
- Enhanced MS-Office skills.

EDUCATION

BBA in Marketing
Bahria University

Jan 2019
Pakistan

FSC in Engineering
National College

Jan 2014
Pakistan

PERSONAL INFORMATION

- Marital Status: Married
- Visa Status: Transferable