

# FAYEZ ALI MOHAMMED BAKRAN

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## CAREER OBJECTIVE

Experienced and results-driven professional with over 14 years in sales, marketing, HR, and administrative roles. Proven track record in exceeding sales targets, managing regional operations, and driving team performance. Seeking a leadership position in a dynamic company to contribute with strategic planning, operational excellence, and team development.

## EDUCATION

High School Diploma (Science Major) | Graduated: 2009

## WORK EXPERIENCE

### Regional Manager

Worldtex Amalfi Co. | 2020–2023

- Developed and executed regional sales targets and display strategies
- Managed hiring, budgets, and branch operations

### HR Administrator

Al Munajem Holding | 2019–2020

- Managed employee records, recruitment, and interviews
- Handled GOSI registration and government portals

### Real Estate Sales Coordinator

Al Mohtarifoon Real Estate | 2018–2019

- Marketed and leased residential/commercial properties
- Customized units to client requirements

### Sales Operations Specialist

SAMACO Automotive | 2015–2017

- Finalized vehicle sales, returns, and service payments
- Monitored monthly branch budgets and handled bank transactions

### Marketing Specialist

Al Kifah Holding | 2013–2015

- Planned and executed advertising campaigns
- Managed advertising budgets and agency coordination

### Showroom Manager

Al Hussaini Trading Co. | 2009–2013

- Directed showroom sales and team operations
- Developed visual merchandising plans and sales strategies

## CERTIFICATIONS

- Sales Training – Doroob Platform, HRDF
- HR Course – Doroob Platform
- Secretarial Skills – Doroob Platform
- Banking & Insurance – Doroob Platform
- Marketing & Advertising – Eastern Chamber of Commerce

## SKILLS

- Microsoft Office (Excel, Word, PowerPoint)
- Oracle HR & Sales Systems
- Strategic Planning & Sales Targeting
- Team Leadership & Communication
- Public Speaking & Negotiation
- Campaign Planning & Budget Management
- Strong Client Relationship Building

## LANGUAGES

- Arabic: Native
- English: Advanced (Reading, Writing, Speaking)