

Wael Etman

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Professional Summary

Sales and Marketing Manager with 16 years of experience. Ambitious and capable Maintaining good relations with important customers, analyzing data and preparing sales statistics, and preparing budgets Evaluating the operations, tasks and activities carried out by the sales department team on a permanent basis Organizing workshops and training courses for sales department employees.

Professional strengths include:

- Business acumen and savvy
- Leadership skills
- The ability to select the work team
- Able to build strong professional relationships
- Ability to manage and develop performance
- The ability to identify the strengths and weaknesses of his employees
- And discuss with customers the weaknesses that led to
- It has the ability to open new markets
- Ability to manage and develop performance
- Control his emotions
- good with clients
- AutoCAD

Skills Summary:

- Planning the sales activity and participating in setting goals and drawing the basics of selling within the company
- Organizing sales activities, organizing sales efforts, developing an effective organizational structure of sales representatives and supervisors, and defining tasks for each individual.
- Implementation of the sales activities identified in the strategic plan for sales and marketing policies
- Supervising and directing the efforts of sales, marketing, distribution and advertising men properly
- Monitoring and evaluating sales activities, including defining sales areas, identifying salesmen's paths,
- Participate in the selection and employment of salesmen in terms of analyzing and describing the work, and determining the required qualifications.
- Determine the training needs of salesmen and the type of training required for each individual.
- Motivating salesmen, identifying different motivational methods, and constantly looking for rewards that motivate salesmen's efforts and increase their efficiency.
- Establishing a database on markets, competitors, geographical regions and their distributions.
- Constantly searching for new clients, communicating with them, and maintaining strong relationships with them.
- Full knowledge of color coordination and showroom arrangement, as well as experience in manufacturing curtains, boards, and sofas. Cabinet manufacturing

Business Experience

Al-Asfour Furniture Company - Dammam, Saudi Arabia
Freelancer

8/2008 – Present

- Worked for Al-Asfour Furniture Company since 2008 until now
- Job Title: Sales Manager
- I helped the work team to raise sales, achieve targets, develop the company, and open new markets to win new customers through my scientific studies and practical experience in the field of sales and marketing.
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Education

Bachelor's Degree in Business Administration and Marketing
Cairo University

Languages

Arabic: Native
English: Full Professional Proficiency