

# AHMED NABIL

## E-Commerce Supervisor

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## EXPERIENCE

### E-Commerce Supervisor

#### Deraah Company

2023 - Present Ksa

- Oversee e-commerce operations, ensuring seamless order processing, inventory management, and logistics coordination
- Monitor online sales performance, analyze key metrics, and implement strategies to drive revenue growth
- Optimize product listings, pricing structures, and promotional campaigns to maximize visibility and conversion rates
- Coordinate with marketing teams to optimize digital campaigns, SEO, and customer engagement
- Elevate the customer experience by resolving escalations, improving service efficiency, and implementing retention strategies
- Generate sales reports, track KPIs, and recommend process improvements for operational excellence
- Lead cross-functional coordination with IT and supply chain teams to streamline platform functionality and fulfillment speed

### Sales Specialist

#### United Group Medical Company

2022 - 2023 Location

- Selling medical products and equipment to hospitals, clinics, and key clients in the region
- Maintaining relationships with existing clients and expanding the customer base through regular visits to doctors and clinics
- Delivering detailed presentations on medical products, explaining their benefits and usage
- Negotiating prices and terms with clients to ensure successful deal closures
- Conducted market research to identify trends, competitor activities, and new business opportunities
- Following up with clients after sales to ensure satisfaction and resolve any issues

### Marketing Specialist

#### Smouha International Hospital

2020 - 2022 Alex

- Targeted and secured corporate clients by presenting customized medical service agreements
- Delivered impactful presentations on hospital services, facilities, and benefits to key decision-makers
- Negotiated contract terms, including pricing structures and corporate discount programs to maximize value
- Designed and executed targeted marketing strategies to attract, convert, and retain corporate partnerships
- Collaborated with hospital administration to streamline corporate client onboarding and contract execution
- Assessed client satisfaction and implemented service enhancements to strengthen engagement and retention

## SUMMARY

E-Commerce Supervisor Spearheaded E-commerce operations with 5+ years of experience in sales, marketing, and business development. Proven ability to attract and retain customers, optimize digital marketing strategies, and drive online revenue growth. Skilled in leading cross-functional teams, enhancing pricing models, and executing data-driven strategies. Adept at forging corporate partnerships, negotiating high-value contracts, and strengthening customer engagement. Background in medical sales and B2B marketing, leveraging market insights and competitor analysis to expand market reach.

## LANGUAGES

### Arabic

Advanced



### English

Advanced



## SKILLS

CRM

Marketing

E-Commerce

SEO

Gmail

## EDUCATION

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Bachelor's Degree in Accounting

Faculty of Commerce

📅 2013    📍 Location

- Alexandria University