

Salim Ali Hamid

Sales Specialist

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Riyadh, Riyadh, 12211

Sales professional with experience in B2B project sales, retail, and heavy equipment solutions. Skilled in client relationship management, business development, contract negotiation, and project Acquisition. Experienced in both indoor and outdoor sales environments.

Work Experience

Sales executive Jan 2024 - Present

Prime Resources Co. Ltd | Saudi Arabia,Riyadh

- Identified and pursued new business opportunities to generate projects.
- Built and maintained relationships with potential clients to secure project contracts.
- Prepared and delivered proposals and presentations for clients.
- Collaborated with internal teams to ensure project execution and client satisfaction.
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Sales representative Mar 2023 - Dec 2024

Alsaif Gallery | Saudi Arabia,Riyadh

- Assisted customers with household appliances and kitchen utensils.
- Handled customer inquiries and after-sales requests.
- Communicated customer feedback to improve products and services.

Slaes representative (hybrid)Jan 2022 - Feb 2023

Future Power for trading services | Khartoum, sudan

- Supplied heavy equipment including generators, excavators, loaders, and trucks.
- Developed new client accounts and pursued business opportunities.
- Presented sales proposals and negotiated contracts to achieve targets.
- Assessed customer needs and provided tailored solutions.

Sales assistant Jan 2017 - Jan 2022

Alkaleem International for Technology & Investment Co. Ltd | Khartoum, Sudan

- Supported customers and processed sales transactions in a computer shop.
- Maintained organized and clean sales area.
- Contributed to achieving team sales targets.

Core Skills

Microsoft Office Suite, Word, Excel, PowerPoint, Sales Strategy and Business Development, Customer Relationship Management (CRM), Lead Generation and Client Acquisition, Presentation and Product Demonstration, ERP & Accounting Software, SMACC, QuickBooks, Odoo

Education

Future University. 2013

Bachelor degree Geoinformatics

National University. Present

Master of Business Administration (MBA)

Languages

Arabic (Native), English (professional)