

AHMED GEBRIL

Sales Representative | Key Account Management | Business Development

PERSONAL DETAILS

Saudi Arabia
a7gebril@gmail.com, +966543044787

PROFILE

Dynamic and results-driven Sales Representative with over 9 years of progressive experience in FMCG and key account management across leading companies in Saudi Arabia. Skilled at building strong client relationships, analyzing customer needs, and achieving consistent revenue growth. Proven success in customer retention, business development, and sales closing. Adept at working under pressure and aligning sales strategies with organizational goals. Seeking to leverage extensive expertise to contribute to a forward-thinking organization's growth.

EDUCATION

Bachelor of Social Service 2008
Delta University for Science & Technology, Al Mansoura, Egypt

EMPLOYMENT

Sales Representative Mar 2023 – Nov 2025
First Mills, Dammam

- Responsibilities:**
- Managed and grew a portfolio of clients, achieving sales targets and revenue growth.
 - Conducted market analysis to identify customer needs and provide tailored solutions.
 - Negotiated and closed deals with key clients to maximize profitability.
 - Maintained long-term customer relationships ensuring high retention rates.
 - Prepared regular sales reports and forecasts for management.

Key Account Specialist Mar 2021 – Feb 2023
Olayan Group, Dammam

- Responsibilities:**
- Handled major accounts with focus on client satisfaction and repeat business.
 - Implemented sales strategies that boosted revenue and improved client loyalty.
 - Coordinated with cross-functional teams to meet client requirements.
 - Conducted presentations and product demonstrations for prospective clients.
 - Resolved client issues promptly, ensuring smooth account management.

Sales Representative Jan 2020 – Feb 2021
Nestlé "Al Naghy Group", Dammam

- Responsibilities:**
- Promoted and sold Nestlé products across multiple outlets and key accounts.
 - Built strong customer relationships through effective communication.
 - Achieved monthly and quarterly sales quotas consistently.
 - Monitored competitor activity and provided market intelligence to management.
 - Assisted in planning promotions and in-store product placements.

Responsibilities:

- Increased market share by identifying and developing new business opportunities.
- Delivered excellent customer service, leading to strong customer loyalty.
- Executed sales campaigns to achieve annual growth objectives.
- Collaborated with distributors and retailers for wider product reach.
- Prepared accurate sales documentation and maintained customer records.

LANGUAGES

Arabic | Native Speaker

English | Very Good

SOFTWARE SKILLS

Microsoft Excel (data analysis & reporting)

Microsoft Word (documentation & proposals)

Microsoft PowerPoint (sales presentations)

CRM Systems (customer data management)

Outlook (business correspondence & scheduling)

PERSONAL SKILLS

- Strong communication and negotiation abilities
- High adaptability in fast-paced environments
- Time management and organizational skills
- Team collaboration and leadership mindset
- Problem-solving and critical thinking

CAREER SKILLS

- **Customer Retention** – Building long-term client loyalty through trust and service.
- **Business Development** – Identifying and creating opportunities for growth.
- **Sales Closing** – Driving revenue by converting leads into successful deals.
- **Key Account Management** – Handling strategic clients for sustainable growth.
- **Customer Needs Analysis** – Tailoring solutions based on deep market insights.