

Nasser Alherz

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Experience

Store Manager - In Charge

Alshaya Group • Alkhobar
08/2024 - 11/2024

- Developed and implemented strategies to increase sales volume.
- Provided training and mentoring to junior sales associates.
- Generated reports detailing weekly, monthly, and quarterly sales performance metrics.
- Resolved customer complaints in a professional manner.
- Prepared forecasts of future sales volumes using historical data analysis techniques.
- Met or exceeded all goals and key performance indicators (KPIs).
- Demonstrated new products to customers by allowing customers to visually see how products work and by sampling.
- Reset store displays for special events and seasonal merchandise changes.

sales supervisor

Almanea • Dammam
03/2023 - 08/2024

- Wrote weekly reports for each store for the store manager and reported performance to management
- Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
- Used consultative sales techniques to understand customer needs and recommend relevant products and services.
- Assisted in product placement and visual merchandising, maintaining attractive and inviting appearance.
- Trained and mentored new sales team.
- Maintained daily monthly yearly inventory.

Site Supervisor

Ejad Gulf • Alkhobar
08/2022 - 02/2023

- Initiated onsite safety program and properly trained team members to decrease injuries.
- Developed work schedules for team members to maximize shift coverage.
- Guided employees and contractors in task completion, offering assistance to meet tight deadlines.
- Collaborated with management and fellow supervisors to organize operations and achieve demanding schedule targets.

FloorMan

SAIPEM • Dammam
07/2018 - 07/2022

- Repaired malfunctioning equipment.
- Loaded and unloaded cargo from trucks and shipping containers.
- Verified job safety analysis (JSA) and correctness of obtained permits prior to starting new jobs.

Salesman

Jarir Bookstore • Dammam
07/2016 - 05/2018

- Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
- Promoted and up-sold products and services to meet needs of customers.

- Assisted in product placement and visual merchandising, maintaining attractive and inviting appearance.
 - Attended advanced training sessions and conferences to increase product knowledge and productivity.
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Skills

Sales, Communication skills, Customer service, Microsoft office, Time management, Computer skills, Account management

Education

Electronics

Technical And Vocational Training Corporation • Dammam
01/2014

- Graduated summa cum laude—4.6+ GPA
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Languages

English, Arabic

Certificates

General Directorate Of Border Guard

Awards

Awarded 1ST Technical Robot Olympiad 3 “toss up”
