

Abdulaziz I. Al-Holaimi

CONTACT



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Date of Birth
25.MAY.1994



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SKILLS

- Logistes management
- Sales and Business development
- Customer service
- Market analysis
- Effective negotiation and finding solutions
- B2B / B2C

LANGUAGES

Arabic
English

PROFILE

The Dynamics of logistics, supply chain, and sales are my passion for work. My goal is to obtain strong experience in my current job, enabling me to find solutions and make decisions to reach a fruitful achievement that raises the level of the work environment.

PROFESSIONAL EXPERIENCE

AJEX Logistic Service Co

Business Development Executive

SEP 2022 – Present

- Know our competitors in market.
- Build strong relationships with existing customers and key accounts
- Negotiate contracts and agreements with clients.
- Achieve and exceed assigned sales targets.
- The response on inquiries and solve any problems with customers.
- Create win plan and manage end to end sales process including pipeline management (CRM).
- Arrange visit for the Exhibitions and Conferences in Saudi Arabia or GCC to know about new industries.

HALA SUPPLY CHAIN SERIVCES

Sales Executive

APR 2021 - AUG 2022

- Identify and target new customers.
- Research and prepare market intelligence and Competitor.
- Create win plan and manage end to end sales process including pipeline management (CRM).

SAVETO VETONIT GROUP

Sales Coordinator

MAY 2017 – APR 2021

- Follow up with team Sales for new requests.
- Coordinator for the request with team Operation
- Received the invoices and send it to sales team to review payment.

EDUCATION

Diploma of Marketing ,College of Technology, KSA, Eastern Province
2 year.