

ABDELRAHMAN ASHRAF ABDELMAKSoud

Objective:

"Dynamic and results-oriented sales professional with a proven ability to drive revenue growth, build long-term client relationships, and deliver strategic solutions. Seeking to contribute my expertise in B2B/B2C sales, market development, and customer engagement to a forward-thinking organization committed to excellence and innovation."

• Personal Information

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Date of birth: 23/01/1999

• Education Background:

- Bachelor of commerce from (Abbasiya Higher Institute)
- University Major: Accounting

• Experience:

• Filed Sales Agent

• Albazie Group, Saudi Arabia feb 2025 - Present

- Develop and maintain strong relationships with clients to ensure repeat business and customer satisfaction.
- Identify potential customer and generate new sales opportunities through field visits , cold calling , and networking .
- Present company products and services in professional manner to prospective clients .
- Prepare and deliver quotations, negotiate contracts, and close deals to achieve sales targets .
- Coordinate with internal departments to ensure timely delivery and project execution .
- Stay updates with industry trends .
- Provide After Sales support and handle customer complaints effectively.

Sales Account Manager

Mobishastra Technologies LLC

June 2024 – Jan-2025

- Answer customers' questions about services, prices, availability, or credit terms.
- Identify prospective customers using business directories, leads from clients, or information from conferences or trade shows.
- Inform customers of contracts or other information pertaining to purchased services.
- Maintain customer records using automated systems.
- Monitor market conditions, innovations, and competitors' services, prices, and sales.
- Quote prices, credit terms, contract terms, or fulfillment dates for services.
- Negotiate prices or terms of sales or service agreements.

Sales Specialist

The Address Investment

Jan 2024 – Jun-2024

- Prepare documents such as representation contracts, purchase agreements, closing statements, deeds, and leases.
- Present purchase offers to sellers for consideration.
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other
- Generate lists of properties that are compatible with buyers' needs and financial resources.
- Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
- Compare a property with similar properties that have recently sold to determine its competitive market price.
- Coordinate property closings, overseeing signing of documents and disbursement of funds.
- Interview clients to determine what kinds of properties they are seeking.
- Contact previous clients for prospecting of referral business.
- Answer clients' questions regarding construction work, financing, maintenance, repairs, and appraisals.
- Coordinate appointments to show homes to prospective buyers.
- Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting.
- Arrange for title searches to determine whether clients have clear property titles.
- Arrange meetings between buyers and sellers when details of transactions need to be

negotiated.

- Appraise properties to determine loan values.
- Contact utility companies for service hookups to clients' property.

Sales And Operations Specialist

Unique X Transportation

Aug 2021 – Oct 2022

- Built relationships with clients to understand their transportation and logistics needs.
- Met sales goals by finding new customers and closing deals for freight and shipping services.
- Develop business methods and procedures, including accounting systems, file systems, office systems, logistics systems, and production schedules.
- Define data requirements, and gather and validate information, applying judgment and statistical tests
- . Researched market trends to create competitive pricing and service offers.
- Worked with operations teams to ensure timely deliveries and solve client issues.
- Tracked sales progress and client details using CRM tools.

Personal Skills:

- Good Communication & Good Personality outgoing behavior with people.
- Very great in the sales process.
- Very good with Microsoft Office programs.
- Fast learning and developing.
- I can communicate with e-mails in a professional way.
- always come up with solutions.
- Emotional Intelligence
- Closing Techniques and Strong negotiator

Courses:

- Supply chain management in E-commerce From (EDRAAK) June 2022
- Basics of supply chain Management from YouTube (March 2022)
- Basics of logistics (March 2022)
- Social Media Marketing (December 2024)
- Selling Smarter From (EDRAAK) Jan 2025
- Introduction To Entrepreneurship From (EDRAAK) March 2025

Language Skills

- **Arabic.**
- **English** (Good Command of English both Written and spoken)

