

Abdulrahman Mohammed Al-Shehri

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Professional Summary:

Marketing Graduate & Retail senior Sales associate with hands-on experience in customer engagement, retail operations, and digital marketing fundamentals. Aiming to build a career in marketing and business management by contributing to team success and constantly developing my technical and interpersonal capabilities and learning more .

Education:

- **Bachelor’s Degree in Marketing** | University of Jeddah | Jeddah, Saudi Arabia | July 2024

Professional Experience:

Senior Sales Associate | Brands for Less | Jeddah | September 2024 – Present

- Supported customer needs, answered inquiries, and resolved complaints to improve satisfaction.
- Achieved individual and team sales targets through upselling and product recommendations.
- Provided guidance to junior staff and assisted with onboarding and training.
- Managed visual merchandising, ensuring attractive, organized product displays.
- Participated in stock counts and monitored inventory levels to reduce discrepancies.
- Handled POS operations, store opening/closing, and daily sales reporting
- **member of the Quality Advisory Council – Marketing Department**
- **University of Jeddah** | February 2024 – April 2024
- Participated in departmental quality assurance efforts, provided student insights on curriculum and academic services, and contributed to the improvement of educational standards. Gained skills in communication, leadership, academic policy evaluation, and collaborative problem-solving.

Training Courses:

- Google Digital Marketing & E-commerce
- Foundations of Digital Marketing and E-commerce
- Engage and Retain Customers Online
- Attract and Engage Customers through Digital Platforms
- Marketing Analytics and Measurement
- Customer Data Management
- Social Media Marketing
- Sales Management
- Microsoft Excel

Skills:

Soft Skills:

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| <ul style="list-style-type: none">• Effective Communication• Adaptability• Time Management• Presentations Skills | <ul style="list-style-type: none">• Creativity & Brainstorming• Handling Work Pressure• Customer Service Excellence• Monitoring Operational Performance |
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Professional Skills:

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| <ul style="list-style-type: none">• Sales Reporting• Business Communication• Report Writing & Market Research | <ul style="list-style-type: none">• Inventory Coordination• Store Operations• Mentoring & Team Support |
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Technical Skills:

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| <ul style="list-style-type: none">• Microsoft Office Suite (Word, Excel, PowerPoint)• Google Workspace tools (e.g., Spreadsheets)• CRM Basics• Data Analysis | <ul style="list-style-type: none">• Digital Marketing Tools• E-commerce Systems• Social Media Platforms |
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Languages:

- **Arabic** : Native.
- **English** : step exam Certificate: 83