

AHMED JUBRAN

S A L E S C O N S U L T A N T

PROFESSIONAL SUMMARY

Over 13 years of sales experience, I specialize in driving revenue growth and building lasting client relationships. Passionate about delivering exceptional customer experiences.

WORK EXPERIENCE

- **Bayut & Dubizzle** **2025 - present- Madinah**
Sales Consultant
 - Built and maintained strong, long-term client relationships, resulting in increased sales,
 - Achieved the monthly target by 1000%.
- **SARA GROUP** **2024 - 2025 - Madinah**
Sales Consultant - Projects
 - Build relationships with new clients through effective communication and understanding their needs in construction & hotels industry.
 - Expanding Brand Awareness and business connections.
- **Rentokil Boecker** **2023 - 2024 - Madinah**
Sales Consultant - Branch Officer
 - Achieved top 10% sales performance through client engagement and generating customer loyalty.
 - Collaborate with operations to ensure efficient services.
 - Attracting new clients, negotiating contracts, and maintaining long-term relationships .
- **International Voile** **2014- 2023 - Jeddah**
Wholesale Executive B2B - Branch Officer
 - Secure new business contracts and agreements.
 - Collect and follow up on weekly key account payments.
 - Develop social media strategies and conduct competitive research (Facebook, Instagram, WhatsApp).
- **EF Education First** **2013 - 2014 - Jeddah,Riyadh**
Sales & Admission coordinator
 - Pre-sales activities via CRM.
 - Participating in events and university fairs.
 - Managed payments and tracked expenses for accurate reporting.
- **Al-Alia Al-Oula Advertising Co** **2012 - 2013 - Jeddah**
Senior Administrator
 - Organizing events.
 - Secured exclusive agreements to represent international products in Saudi Arabia, UAE, and Malaysia.

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EDUCATION

UNIVERSITY OF EAST LONDON

Bachelor of Arts (Hons)
International Business
UK / Malaysia
2009-2012

ACHIEVEMENTS

- Reduced shipping costs by 50% and improved safety by 95% by redesigning overseas logistic strategies.
- Exceeded 2024 sales budget by 150% through new contracts in Madinah.
- Recovered a long-standing bad debt, securing previously lost revenue.

CORE SKILLS

- Sales expertise (B2B, CRM)
- Client & team leadership (negotiation, client relationship building, cross-functional collaboration).
- Strategic analysis (market trend analysis, competitive research).

LANGUAGES

- English
- Arabic