



Adel Noureldin

Key Account Manager & Sales Manager

EDUCATION

Faculty of Commerce, 2012 Graduate

Courses in

I have certificates and experience in using Computer and office programs and Quality and time Management certificate And Communication and Customer Service certificate and Human Development certificate

I prefer to work in the sales field, Because I have more than 10 years of experience in this field and the skills I have, Such as negotiation skills, closing deals, and Team leadership, Communication skills: building good relationships, quick and good market analysis, seizing sales opportunities, and keeping up with trends.

CONTACTS

-  (966) 0595195099
-  aadelnour@gmail.com
-  Riyadh, Saudi Arabia

EXPERTISE

Computer Skills	
Excel Skills	
English	
Sales Skills	

LANGUAGE S

Main language Arabic
Fluent in English

REFERENCES

Wael Fahmy / CSO
0508700401

WORK EXPERIENCE

All below positions almost the same Job Roles , I have collected them in Essential skills

United Matbouli Group

May. 2015 - Aug. 2025

Wholesales Manager & E-commerce Manager & B2B

-  Dec 2020 - Aug 2025, Riyadh, for following up with
 - Retailers Account Management
 1. Shita & Saif
 2. Black bok
 3. Albassam
 4. Alkhunaizan
 5. Alsaif Gallery
 6. Aalrabe ealsaif
 7. Rowad Electronic
 - E-commerce Account Management
 1. Noon
 2. Amazon
 3. Carrefour
 4. Summerecho

Sales Supervisor

-  Aug 2019 - Dec 2020, Jeddah, for following up with
 1. Electro Account (distributor)
 2. Ahmed Abdulwahed Trading Co (distributor)

Key Account Manager

-  May 2015 - Aug 2019 · Riyadh, for following up with
 1. Modern Electronics – MEC
 2. Othaim Hyper Market
 3. XCITE
 4. Itechia
 5. Tronix

Sales Representative

Dawran Alkhalig CO (Electronics Company)

Nov 2014 - May. 2015

Responsible for following up Direct sales and cash customers

Essential skills

1. **Strategic Planning** through Following up with the Customers and putting a sales plan to achieve the target and Meeting with Category managers and negotiating the Promotion, prices, and deals
2. **Signing contracts with retailers and distributors**
3. **Product and make Sales forecasting** Meeting with the management every week and analyzing Sales & Inventory And Daily Sales review and following up Orders & Deliveries and advising purchasing management regarding its movements and status.
4. **Develop a plan for payments** through Follow up with customer finance management on the cash flow process
5. **Check and improve market share rates** through Visit showrooms Daily and follow up on the display products and pricing. Searching for new sales channels
6. **Building relationships with retailers**
7. **Performance Management** through Leading a team of promoters and training them for Skills, Merchandising & Cross Merchandising, and qualifying their product, Knowledge.
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