

Mohamed Nour-Eldin Abdulaziz Dowidar

Sales Specialist | B2C & B2B | Real Estate, Office Furniture, Stainless Steel,
Steel & Wood Solutions.

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Professional Summary

Sales Specialist with 10+ years of B2C & B2B experience in office furniture, real estate, and steel/wood solutions. Closing deals, managing client relationships, and leading full sales cycles in Saudi Arabia and Egypt. Based in Riyadh - open to new sales opportunities.

Work Experience

- **Sales Specialist - ALSULTAN FOR STEEL | Medina & Tabuk, Saudi Arabia | Dec 2023 - JUN 2025**

- Managing indoor and outdoor sales activities across Medina and Tabuk regions.
- Conducting site visits, preparing offers, and handling direct client negotiations.
- Closing contracts for custom steel products including doors, handrails, and building elements.
- Promoting steel solutions across B2B and B2C sectors.

- **Sales Supervisor - STARK Office Furniture | Egypt | Sep 2018 - Nov 2023**

- Managed showroom and sales team for office furniture, handling diverse sales channels.
- Handled customer inquiries, product presentation, and follow-ups until sale closure.
- Visited client sites to evaluate spaces and provide optimized layout solutions.
- Coordinated between sales team and delivery/installation teams to ensure smooth process.
- Supported new sales staff in adapting to workflow and understanding product offerings.

- **Sales Representative - Alia Real Estate Investment | Egypt | Jun 2015 - Aug 2018**

- Conducted property presentations and followed up with clients through the full sales cycle.

- Participated in sales exhibitions and site events.

- Finalized contracts and coordinated property handovers with clients.

- **Sales Representative - Alrowad Group (Bab Al Bahr Project) | Egypt | May 2014 - Jun 2015**

- Handled real estate showroom sales and organized on-site property tours.

- Maintained client follow-ups until successful contract closure.

- **Sales Representative - Emtelak Real Estate | Egypt | May 2012 - May 2014**

- Executed direct sales, responded to client needs, and arranged site viewings.

- Participated in marketing campaigns and property exhibitions.

Education

B.Sc. in Commerce (Accounting) | Alexandria University | May 2009

Skills

- B2C & B2B Sales

- Client Management

- Contract Finalization

- Team Supervision

- Customer Service

Computer Skills

- Microsoft Office

- ICDL

- SAP (Contracts & Sales)

Languages

- Arabic: Native

- English: Very Good (Conversational)

Courses

- Commercial Excel Level I & II

- English Conversation