



Mohammed Agha

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Areas of expertise

- Creative sales techniques
- Lead development
- Growth strategies
- Niche markets
- Customer needs assessment
- Negotiations
- Sales cycles
- Retail sales
- Repeat business
- Business development

Work experience

Jihad Skaf Factoury

Jan 2001 — Sep 2005

Jewelry Designer

Location: Tripoli, Lebanon

Reporting to: Mr. Jihad Skaf (General Manager)

Section: Operation & Logistics department

Role:

- Designing jewelery with the team.
- Quality assurance.

Tadmor Jewelery

Dec 2005 — Feb 2009

Designer & Showroom supervisor

Location: Abu Dhabi, UAE.

Reporting to: Mr. Sabri Tarabishi (General Manager).

Section: Sales and Designing department

Role:

- Designing jewelery and quality assurance during the day shift.
- Working in Hilton Hotel showroom as sales supervisor during the night shift.
- Coordinating and supervising the day-to-day sales efforts of the team.
- Training and coaching team members on selling techniques.
- Gaining a thorough understanding of every customers' needs in order to offer them the best solution.
- Promptly handling customer complaints.

- Supervise the activities of assigned sales territories to meet and exceed yearly sub team goal.
- Complete all required reports regarding sales and sales campaigns, market feedback and team territory management activities..

Secret of Diamond

Jun 2010 — Jun 2014

Showroom Supervisor

Location: Jeddah, KSA.

Reporting to: Mr. Musbah Arnaqout (General Manager).

Section: Sales Department.

Role:

- Maintained solid relationships with customers
- Provided constructive feedback to showroom staff.
- Managed and maintained database of all customer orders
- Worked to achieve monthly and quarterly sales goals
- Coordinated with marketing team on all promotional activities.
- Managed and maintained database of all customer orders.
- Responsible on purchasing the right products, by choosing the diamond stones and design.
- Products quality assurance.

Halalat Co.

Jun 2014 — Jan 2015

Product Manager

Location: Jeddah, KSA.

Reporting to: Mrs. Azza Raslan (General Manager)

Department: Sales & Marketing department.

Role:

- Managing procurement department, choosing the right products and materials to launch.
- Articulating the company's distinctive competence & the product's uniqueness.
- In charge of planning and developing the right marketing strategy.
- Conducted extensive research to ensure customers receive items as advertised.
- Initiated several product campaigns to ensure maximum sales.
- Responsible on customer experience, and customer relations.
- Finding the right niche among the market.
- Setting product pricing for new product releases to meet revenue & profitability goals
- Acted as a leader within the firm during the process of product planning and marketing – Played vital role in planning product strategy and road map, according to market competition.
- Worked and coordinated with third parties to develop business relations and partnerships.
- Assisted in managing the entire product cycle from beginning to end.

Nadec Al-Fursan & Nabatco Food

February 2015 — July 2019

Sales Key Accounts

Location: Lebanon

Reporting to: Mr. Fares Al Housseiny (General Manager)

Section: Sales Key Accounts

Al Jeddani-Garbia Industrial Techical

January 2019 — June 2020

Area Sales

Location: Jeddah, KSA.

Reporting to: Mr. Hani Al Jeddani (General Manager)

Section: Area Sales

Abdul Rahim Al Salmi Elevator Company (Schneider)

March 2020 — July 2025

Jeddah Area Sales Manager

Location: Jeddah, KSA.

Reporting to: Mr. Abdul Rahim Al Salmi (General Manager)

Section: Area Sales Manager

Education

Terminal Bachelor (High school Diploma)

Jan 1989 — Jun 2000

Rawdat AlFayhaa School

Location: Tripoli, Lebanon

Grade: 14/20 (B)

Diamond designing

Jan 2001 — Mar 2005

Diamond factory

Accounting Course

Mar 2009 — Mar 2010

Brain Tech institute

Completed 1250 hours in 250 studying days

Qualifications

Dynamic, hard worker, team worker, excellent communication skills, love to travel, sense of humor, honest, trusting, punctual, excellent in analytical and problem solving skills.

Interests

- Designing
- Jewellery
- Traveling
- Discovering and learning

References

Available upon request.