

Abdulrahman Almokhalafi

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Professional Summary

Sales-driven professional with over five years of experience in international trade, logistics, and product distribution. Highly skilled at identifying client needs, building long-term relationships, and delivering tailored solutions to drive revenue growth. Proven track record in managing wholesale sourcing from China and promoting specialized products in the Saudi market.

Professional Experience

Sales Specialist – Product Solutions

Smartco Machine – Jeddah, Saudi Arabia 2023 – 2025

- Promoted and sold specialized equipment to B2B clients across Saudi Arabia, consistently exceeding sales targets.
- Conducted compelling client presentations and product demonstrations that resulted in a significant increase in conversions.
- Expanded the customer base by targeting new markets and developing strategic sales plans.
- Built and maintained long-term client partnerships through consistent follow-up and comprehensive after-sales support.
- Contributed to overall revenue growth by aligning sales efforts with key market trends.

Sales Specialist

Wosata Trading – Jeddah, Saudi Arabia

2022 – 2023

- Acquired and managed key clients seeking wholesale goods from China, providing end-to-end sourcing-to-delivery solutions.
- Negotiated favorable supplier terms and shipping arrangements to maximize profitability and streamline logistics.
- Cultivated strong relationships by offering reliable, cost-effective, and transparent logistics services.
- Ensured high levels of client satisfaction through dedicated support and timely deliveries, leading to repeat business.

IT Diploma

Strathfield College – Sydney, Australia

Graduated: 2019

Key Courses: Intro to Computer Science, Computer Network Administration, Programming Languages (Java, C++), Database Maintenance, Electronics

Key Skills

- B2B Sales & Business Development
- Negotiation & Deal Closing
- Client Acquisition & Account Management
- Strategic Market Development
- International Supplier Coordination
- Product Presentation & Demonstration
- Digital Marketing Content
- Problem-Solving & Relationship Building
- Microsoft Office Suite (Word, Excel, PowerPoint)

Languages

- **Arabic:** Native
- **English:** Fluent