

RABIH EL GHALI

PROFESSIONAL SUMMARY

Results-oriented Senior Sales Representative with talent for driving revenue growth and building long-term client relationships. Successfully led teams to surpass sales targets, launching new product lines and expanding market share. Known for strategic thinking, negotiation skills, and delivering measurable business outcomes.

WORK HISTORY

Senior sales representative, 01/2021 to Current

Napco National - Dammam, Eastern Province

- Travelled extensively across GCC regions to meet prospective clients.
- Developed and implemented strategic sales plans for business growth.
- Stayed up-to-date on industry trends to inform sales approach and tactics.
- Organised regular client meetings to discuss needs and propose appropriate solutions.
- Led contract negotiations, securing profitable agreements for the company.
- Conducted thorough market research to identify potential leads.
- Built long-term relationships with clients through frequent communication and excellent service.
- Managed key relationships with customers, fostering loyalty and repeat business.
- Devised tailored solutions for clients, addressing unique needs and pain points.
- Collaborated effectively with internal teams to ensure customer satisfaction post-sale.
- Resolved customer issues promptly, maintaining high levels of client satisfaction.

Production supervisor, 08/2016 to 12/2020

Napco National - Dammam, Eastern Province

- Conducted staff training sessions boosting skill development across the workforce.
- Coordinated with the planning, to get the material resulting in timely delivery for production needs.
- Resolved conflicts amongst team members ensuring a harmonious work environment.
- Executed daily production plans successfully meeting project deadlines consistently.
- Handled unexpected problems swiftly, minimising disruption to the production schedule.
- Troubleshoot issues and delivered corrective action quickly to prevent

CONTACT

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SKILLS

- Sales reporting and analytics
- Long-Term client retention
- Gaining stakeholder buy-in
- Technical understanding of products
- Time-Pressured selling
- Customer orientation

- production delays.
- Reworked staff assignments and workflows to meet production targets.

Artwork unit head, 04/2012 to 07/2016
Napco National - Dammam, Eastern Province

- Carried out day-to-day duties accurately and efficiently.
- Successfully delivered on tasks within tight deadlines.
- Demonstrated respect, friendliness and willingness to help wherever needed.
- Supported team by demonstrating respect and willingness to help.
- Completed customer orders with speed and accuracy.
- Applied critical thinking to analyse problems, evaluate solutions and select best decisions.
- Oversaw daily operations to achieve high productivity levels.

Artwork specialist, 04/2010 to 04/2012
Napco National - Dammam, Eastern Province

- Resolved technical issues promptly, enhancing overall system performance.
- Conducted comprehensive market research, resulting in informed strategic planning.
- Developed bespoke software solutions to meet specific business needs.
- Increased client satisfaction by providing specialised support and advice.
- Enhanced product quality to exceed customer expectations.
- Managed multiple project simultaneously, never missing a deadline.

Artwork coordinator, 03/2007 to 03/2010
Napco National - Dammam, Eastern Province

- Followed strict company guidelines whilst maintaining creativity in designs.
- Provided design consultancy for more consistent branding across all platforms.
- Preparing the design to be print-ready.
- Editing customers design.

EDUCATION

Bachelor degree, Graphic design
AUL/American University Lebanon - Lebanon

LANGUAGES

English
Fluent