

# MAHMUOD ABDULRHMAN

## EXPERIENCE

2021 - 2025

### **Naqi Company, Riyadh**

#### **B2B Sales Supervisor**

- Supervised B2B sales and key accounts, leading a team of 18+.
- Developed and executed sales strategies to drive growth and expansion.
- Played a key role in establishing the B2B department and franchise expansion..
- Managed distributors, opened 9 new branches, and transitioned distributors into franchise owners.
- Coordinated cross-department operations to enhance efficiency and sales performance.

2017 - 2021

### **Gardens coffee Company, Riyadh**

#### **Key Account Sales**

- Manage key accounts (hypermarkets).
- Identify and open new markets and business opportunities within the Kingdom.
- Set sales targets and collaborate with clients on monthly, weekly, and annual promotions.
- Monitor sales reports from the merchandiser team and analyze market conditions.
- Track inventory levels at hypermarket branches to ensure product availability.

2013 - 2016

### **Sahara Air Cargo Company, Riyadh**

#### **Logistics Coordinator**

- Monitor air freight operations for the branch.
- Prepare reports for shipments scheduled for dispatch.
- Coordinate with the customs officer at the airport.
- Liaise with airlines to purchase shipping waybills.

## EDUCATION

### ● **Secendry School Diploma**

Al Seddik High School, Jeddah - 2009

I went to Egypt to complete my undergraduate studies in 2011 at Cairo University, Faculty of Commerce, but I

did not complete my education due to special circumstances

## SKILLS

### **Work Skills**

Work Under Prusser

Sales

MS programs



### **Languages**

Arabic

English



## COURSE

### **MICROSOFT COURSE**

Everet academy | Mar 2013 - Apr 2013

### **TALLY ACCUNT**

Sanford college | Jan 2013 - May 2013

## CONTACT

🏠 Riyadh

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