

Abdulaziz Ali Mohammed Alahmari
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Objective

Results-driven sales representative with a strong background in customer service, relationship building, and product promotion. Seeking to leverage my skills in sales, negotiation, and customer engagement to drive business growth and exceed sales targets in a dynamic organization.

Education

High School Commercial, Secondary Commercial Institute 2006

Courses & Certificates

- English language course - Malaysia
 - National Certificate in Retail Sales
 - Data entry and word processing courses
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Professional Experience

- **Sales Representative**, Tamer Al Arabi (February 2022 – November 2023)
 - Built and maintained strong relationships with customers to drive repeat business.
 - Developed sales strategies to increase revenue and meet sales targets.
 - Provided product demonstrations and educated customers on features and benefits.
 - **Salesman**, Tamar Pharmaceutical Company (February 2014- December 2015)
 - Assisted customers in selecting the right products based on their needs.
 - Monitored inventory levels and ensured proper stock availability.
 - **Flight Supervisor**, Flynas (January 2018 – October 2020)
 - Managed and trained a team to deliver excellent customer service.
 - Handled conflict resolution and ensured smooth flight operations.
 - **Cabin Crew**, Flynas (October 2016 – January 2018)
 - Delivered high-quality customer service and ensured passenger satisfaction.
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Personal Skills

- Customer acquisition and retention
 - Strong negotiation and persuasion abilities
 - Market research and product positioning
 - Handling objections and closing deals
 - CRM software proficiency
 - Effective communication and active listening
 - Sales forecasting and strategic planning
 - Adaptability to changing market trends
 - Building and maintaining client relationships
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Languages

- Arabic, Fluent
- English, Advanced