

MAHMOUD AGEEZ



Personal Information

Address: Dammam, Saudi Arabia.

Phone: 966504598466

Email: mahmoudageez2992@gmail.com

Have valid driving license in Saudi Arabia

SKILLS

- Excellent communication skills.
- Strong interpersonal skills.
- Sales and negotiation skills.
- Customer service orientation.
- Time management and organizational skills.
- Contracts management
- Ability to work under pressure.
- Problem-solving skills.
- Attention to detail.
- Proficiency in Microsoft Office.
- Ability to work independently and in a team.
- Adaptability and willingness to learn.
- Multitasking abilities.

LANGUAGES

Arabic: Native language

English: Mid-level.

PROFESSIONAL SUMMARY

Results-driven Sales Executive with years of experience in competitive markets. Skilled in client relationship management, identifying business opportunities, and implementing strategic sales plans. Proficient in consultative selling, delivering tailored solutions, and achieving exceptional customer satisfaction. Strong communicator with a proven track record of exceeding sales targets. Highly motivated, detail-oriented, and committed to continuous improvement. Ready to contribute to a forward-thinking organization.

WORK HISTORY

Sales Representative, Nov 2024 till present

Hulol company for food industrial For Chicken&Meat - Dammam, Saudi Arabia

- Cultivated and sustained productive partnerships with strategic accounts to ensure long-term collaboration and trust.
- Performed comprehensive market studies and competitive analysis to pinpoint growth avenues, leading to the successful onboarding of prominent clients.
- Collaborated closely with logistics and supply chain teams to streamline operational workflows, ensuring punctual order fulfillment and client satisfaction.
- Generated and presented data-driven sales performance reports and projections to executive leadership, facilitating informed decision-making.
- Established structured feedback loops to gather client insights, driving iterative enhancements to service delivery and product portfolios.

Sales Representative, February 2024 to Nov 2024

AlTarouti For Meat - Qatif, Saudi Arabia

- Developed and maintained strong relationships with key clients.
- Conducted market research and analysis to identify new business opportunities, resulting in the acquisition of several high-profile accounts.
- Coordinated with the logistics and supply chain departments to ensure timely delivery of products.
- Prepared and delivered detailed sales reports and forecasts to senior management.
- Implemented customer feedback mechanisms to continuously improve product offerings and service quality.

Recruitment employee, January 2020 to June 2023

Al-Qafai Recruitment. – HAIL, Saudi Arabia

- Working on the Musaned system for recruiting workers
- Communicate with clients and create contracts for them.
- Communicating with external offices and partners to supply labor to meet the client's requirements Managing.
- Preparing a monthly report on contract statuses
- Receiving workers and explaining to them how to work and deal with their manager
- Solve the client's problems facing him with the worker we have recruited
-
- Following up on the worker at any stage he is in his country,

including a medical examination, approval from the labor office, or his papers being sent to the embassy.

Sales Supervisor, January 2017 to December 2019

oppo mobile phone company - Cairo, Egypt

- Implement the company policies and procedures, including health, safety, and security.
- Assist the customers with alteration the appointments and any special order.
- Sought opportunities to up-sell and add-on additional merchandise.
- Increased sales by 10% per year.
- Worked under strict deadlines and responded to service requests and emergency callouts.
- Achieved high sales percentage with a consultative, value-focused customer service approach.

Sales Supervisor January 2015 to December 2016

Al Mutahda company (Uni group) - Cairo, Egypt

- Show the product to the customer and sell it to him Brainstorms campaign ideas.
- Solve the customer's problem. If he finds a problem with the product that we provided to him Analyzes analytics to gauge the success of campaigns.
- Engages with customers or clients and provides sales.
- Provide suggestions to management for improving customer experience on internal processes.
- Learns and becomes proficient in internal software systems.
- Assists in creating performance reports.
- Qualified leads by scheduling introductory discovery meetings and calls.
- Developed a deep understanding of customer needs, priorities, and pain points to deliver customized service.

EDUCATION

Faculty of law, Menoufia University - Shebin El Kom 2013

CERTIFICATIONS

- Course customer service
- Microsoft and Excel course