



Fawaz Alzahrani

Sales Advisor

SUMMARY

With over 20 years of experience in implementing successful sales strategies and motivating teams to achieve the best results. Experienced in recruiting and developing employees to drive revenue through multiple sales organizations. Skilled in designing and implementing effective sales strategies to enhance market opportunities. Demonstrates excellent communication with team members to foster professional and profitable relationships while maintaining trust. Achieved first place in sales in the Makkah region for several months at Zain Company. Well-presented and articulate.

WORK EXPERIENCE

- Nov 2019
Present -

Sales Manager

Zain Sales Company

Jeddah

Set sales department goals.

Understand products and services, including sales terms.

Monitor and measure sales numbers and marketing efforts.

Analyze market trends and customer influences.

Evaluate monthly sales achievement rates.

Motivate the sales team to achieve high results.
- Sep 2016
Sep 2019

Sales Manager

Nafhat Al-Janoub Telecom Company

Jeddah

Monitor competition and follow up on developments regularly.

Update sales goals and direct the work team.

Seek potential clients and new target segments.

Collaborate with the marketing department to develop joint strategies.
- Jul 2010
Jul 2013

Operations and Maintenance Specialist

Almajal Company

Jeddah
- Sep 2001
Aug 2004

Customer Service Representative

Abdul Latif Jameel Company

Jeddah
- Nov 2000
Jun 2001

Administrative Assistant

Jeddah Governorate

Jeddah
- 1998
2000

Independent Broker

Freelance

Jeddah

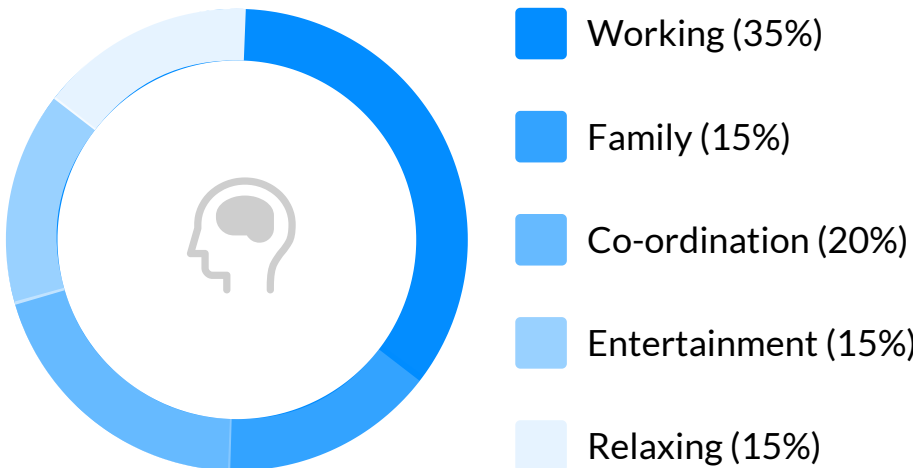
ACHIEVEMENTS

- First place in sales for several months at Zain Company
- Eighth place in sales across the kingdom for one month

COURSES

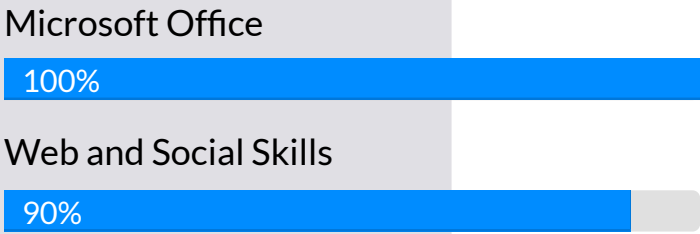
Excel Fundamentals and Data Processing	2017
Basic Management Skills	2018
Artificial Intelligence and Data Science in Essential Sciences	2023
Word Fundamentals and Data Processing	2023
Business Management: Strategic Thinking	2023
Customer Interaction and Effective Communication	2023
Diabetes Series Management	2023
Advanced Problem Solving with Artificial Intelligence and Data Science	2023
Digital Marketing	2023
Customer Service Excellence	2023
Basics of Computer Science	2023
Information Security	2023
Diabetes Series Management	2023
Advanced Security	2023
Project Management Fundamentals	2024

MY TIME

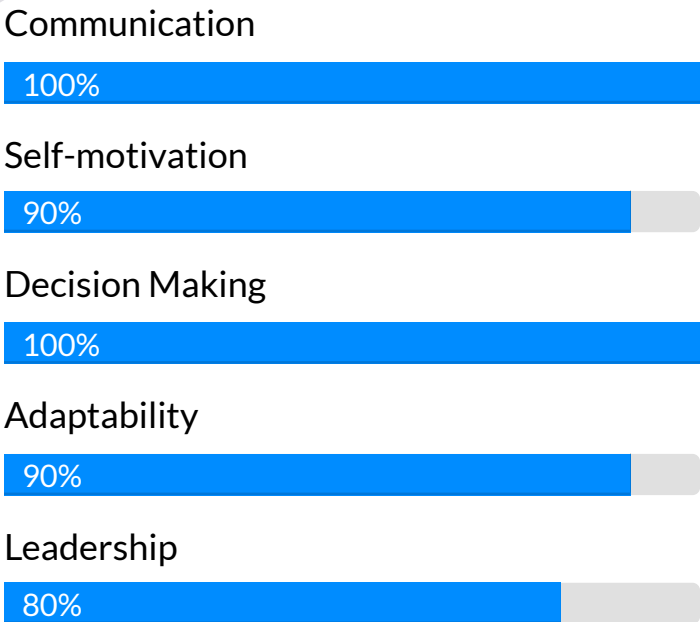


- Fawaz1980sa@gmail.com
- 0596317007
- Jeddah - Al Safa District
- Saudi
- August 23, 1978
- Single

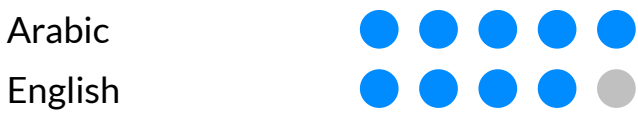
TECHNICAL SKILLS



PERSONAL SKILLS



LANGUAGES



MOST PROUD OF

- Physical Organization

Creative Thinking, Effectiveness, Productivity
- Planning

Analyzing Issues, Decision Making, Project Management, Strategic Planning
- Team Work

Collaboration, Delegation, Goal Setting, Group Leadership

PROFESSIONAL SKILLS

- Sales
- Marketing
- Brand Management
- Handling Work Pressure
- Team Management and Leadership