

Khaled El Sharkawy

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Nationality: Egyptian | Address: Dammam, Saudi Arabia

Date of Birth: 10-04-1990

Professional Summary

Experienced and target-driven wholesale sales professional with over 10 years in B2B sales of home appliances and air conditioning systems. Proven track record in managing key dealer accounts, handling full sales operations, and maintaining strong relationships across the Eastern Region. Skilled in market analysis, collections, and end-to-end client service.

Work Experience

- **Sales Executive – Eastern Region**

Al Hassan Ghazi Ibrahim Shaker Co. – Dammam, Saudi Arabia | Jan 2025 – Present

Managed LG Air Conditioning wholesale sales across the Eastern Region.

Handled POs, client accounts, payments, and compensation claims.

Issued weekly sell-out reports and tracked competitor pricing.

Acted as sole point of contact for regional operations.

- **Wholesale Sales Representative**

Ekhaa Saudia - Emirati (Nikai) – Dammam | Jan 2024 – Dec 2024

Handled B2B sales for Nikai and Panasonic AC & HA products.

Managed dealer accounts, deliveries, and after-sales support.

Conducted competitor pricing analysis and expanded client base.

- **Wholesale Sales Representative**

United Yousef Mohamed Naghi Co Ltd. – Dammam | Mar 2016 – Sep 2023

Achieved monthly and yearly wholesale targets in home appliances.

Built strong dealer relations and managed product promotions.

Opened new accounts and ensured timely deliveries.

- **Assistant Supervisor**

AL Sheta & Saif Co. – Saudi Arabia | Jan 2013 – Jan 2016

Supervised retail operations, inventory, and showroom displays.

Coordinated logistics between warehouse and sales floor.

- **Retail Sales Supervisor**

Upgrade Co. – Saudi Arabia | Jan 2012 – Jan 2013

Led retail sales and customer service operations.

Managed team targets and store presentation.

- **Wholesale Sales Representative**

Wood and Blix Co. – Saudi Arabia | Jan 2011 – Jan 2012

Managed area wholesale customers and opened new accounts.

Followed up on payments and supported post-sale activities.

Education

Bachelor of Law – Zagazig University, Egypt | 2011

Skills

B2B Sales & Account Management

Dealer Network Expansion

Collection & Payment Follow-up

Sales Reporting & CRM Tools (Excel, ERP)

Market Research & Competitor Analysis

Negotiation & Client Retention

Microsoft Office (Excel, Word, PowerPoint)

Communication & Presentation Skills

Team Management & Training

Certifications & Professional Development

ICDL – Mansoura University

Future Generation Foundation (FGF) – Basic Business Skills

World Class Customer Service

Sales and Presentation Skills Development

Languages

Arabic – Native

English – Proficient