

Abdualah Alkudair

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Professional Summary

Professional Area Manager with extensive experience in sales management and developing strategies to achieve the highest levels of efficiency and profitability. Strong leadership skills and a proven ability to train and guide cross-functional teams, focusing on process improvement and ensuring smooth operations. Skilled at building long-term client relationships and achieving sales targets in multi-regional environments.

Professional Experience

Area Manager – Apparel Group | 2017 – 2025

- Led store management and coordinated operations across multiple regions to ensure sales targets were achieved.
- Supervised inventory management, including receiving, storage, and display processes, ensuring efficiency and accuracy.
- Designed and implemented training programs for staff to enhance their skills and ensure performance targets were met.
- Set monthly and daily sales targets for the team, monitored performance, and encouraged individual and collective growth.
- Analyzed performance metrics and provided periodic reports to senior management to ensure continuous improvement and profitability.

Education

Bachelor's in Islamic Studies | Qassim University | Graduation Year: 2017

Diploma in Refrigeration and Air Conditioning Islamic Studies | College of Technology at Buryidah | Graduation Year: 2012

Training Courses

- **Sales Manager Program** | Apparel Group | July 2024

Skills

Personal Skills

- Strategic Leadership
- Cross-functional Team Management
- Planning and Organization
- Effective Decision Making

Practical Skills

- Sales Management and Strategy Direction
- Business Process Improvement
- Training and Professional Development
- Performance Data Analysis

Technical Skills

- Inventory Management using ERP Systems
- Business Operations Management
- Performance Analytics Techniques
- Advanced Sales Tools Application

Interpersonal Skills

- Effective Team Communication
- Client Negotiation
- Relationship Building with Clients
- Meeting and Workshop Management

Achievements

- Highest Sales Performance (LFL KPIs) for the Year 2023
- Completion of Sales Manager Program (SMP)
- Long Service Award

Languages

- **English: Advanced | Arabic: Native**