



Mohammad Saleh Abu Nassar

- Date of Birth: 8 May 1990 | Nationality: Jordanian | Residence: Jordan
- Email: Gozlan_psc@yahoo.com | Phone: +962 7 9595 8885

Professional Summary

A highly motivated and ambitious professional with strong expertise in sales, customer relations, and business management within the construction materials and sanitary ware sector. With over 3 years of proven experience as a Sales Representative and several years of entrepreneurship running my own trading company, I have developed strong negotiation, leadership, and problem-solving skills. I possess an academic background in English and Italian languages from the University of Jordan, which enhanced my communication skills and ability to work across diverse markets. My professional journey has allowed me to build solid experience in sales, distribution, and international trade by traveling to multiple countries including China, Turkey, India, Egypt, Saudi Arabia, South Africa, and Sudan. I am dedicated to delivering results, expanding market opportunities, and fostering long-term client relationships, while continuously improving my knowledge and skills in business development and operations.

Education

- University of Jordan – Amman, Jordan
Bachelor's Degree in English and Italian Languages – Graduated 2015
 - Dante Alighieri Center – Amman, Jordan
Italian Language Course
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Professional Experience

Sales Representative – Ghazlan Company for Construction & Sanitary Materials Amman, Jordan – 30/06/2015 to 30/07/2018

- Managed sales operations, including customer acquisition and follow-up to ensure satisfaction and retention.
- Negotiated contracts and closed deals with contractors, retailers, and individual clients.
- Monitored market trends and provided valuable insights to management to enhance sales strategies.
- Developed and maintained strong relationships with suppliers and partners to ensure timely delivery.
- Consistently achieved sales targets, contributing to the company's overall growth.

Founder & Owner – Abu Nassar Trading Establishment (Construction & Sanitary Materials) Amman, Jordan – 05/08/2018 to Present

- Established and successfully managed a private company specializing in construction and sanitary materials.
- Oversaw daily operations including procurement, sales, distribution, and financial management.
- Traveled to international markets (China, Turkey, India, South Africa, Sudan, Egypt, Saudi Arabia) to source products and build partnerships.
- Expanded the customer base through strategic marketing, networking, and offering high-quality products.
- Maintained compliance with local business regulations and ensured sustainable growth.

Languages

- **Arabic: Native | English: Good | Italian: Good**

Skills

- **Microsoft Windows & Office Tools | Driving License (Light Vehicle) | Effective Communication | Problem Solving | Time Management | Teamwork & Collaboration | Sporting and Fitness Enthusiasm**
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Knowledge

1. Strong understanding of construction and sanitary materials markets.
2. Knowledge of international sourcing and procurement processes.
3. Experience in negotiating with global suppliers.
4. Ability to build and maintain customer relationships.
5. Knowledge of sales strategies and closing techniques.
6. Familiarity with business regulations and compliance requirements.
7. Understanding of logistics and supply chain management.
8. Knowledge of financial management in small businesses.
9. Experience in marketing and brand positioning.
10. Ability to analyze market trends and adapt strategies accordingly.
11. Knowledge of international trade practices.
12. Understanding of customer service excellence.
13. Familiarity with teamwork dynamics and leadership.
14. Knowledge of technology applications in business operations.
15. Strong awareness of cultural differences in international business.

References

Available upon request
