

FAHAD ALRAHILI

Sales and Marketing Specialist

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SUMMARY

I am a sales and marketing specialist with over 4 years of experience, excelling in achieving and exceeding sales targets through effective sales process management and sales material preparation. My expertise extends to client relationship management and project management, involving strategic pricing, product design, and consistently surpassing annual sales goals. I am poised to take on leadership roles and drive sustainable growth

KEY ACHIEVEMENTS

- Sales Growth Achieved**
Increased annual sales by 50% through strategic sales planning and execution.
- Client Retention Improvement**
Enhanced client retention rates by 25% via improved customer service strategies.

- Team Leadership Success**
Trained and led a team to surpass sales goals by 30% consistently.
- Target Surpassing Excellence**
Exceeded quarterly targets by 40% with innovative marketing strategies.

EXPERIENCE

- 02/2019 - 09/2023**
Khobar, Dhahran, Jeddah
 - Sales Supervisor / Senior Sales Representative**
Swiss Corner Company
A company specialized in selling authentic luxury watches for men and women.
 - Designed and implemented periodic sales plans based on market trends and performance data
 - Welcomed customers, provided tailored consultations, and documented feedback to improve service
 - Held weekly team meetings to review performance and identify growth opportunities
 - Delivered hands-on training and implemented competitive incentive systems to motivate the team
 - Achieved sales targets more than 5 times in a single year

EDUCATION

- 06/2010 - 09/2018**
Madinah, Saudi Arabia
 - Bachelor of Sharia**
Islamic University of Madinah

SKILLS

- Leadership and Motivation
- Teamwork
- Problem-Solving
- Planning and Target Achievement
- Inventory and Operations Management
- Quality Control
- Sales Strategy Development
- Sales Targets
- CRM
- Customer Relationship Management

LANGUAGES

- Arabic Native
- English Beginner