



Saudi



ksa



27-12-1989



male



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KHALID AL - DHFEERI

Retail - Logistic - Sales

PROFILE

A highly organized and hardworking individual looking for a challenging role in a reputable organization to utilize my technical skills in the logistics, sales, retail and management sectors for the growth of the organization as well as to enhance my knowledge of new and emerging trends in the sales and retail sector.

Work experience

11-2014 → 11-2015

Saed Traffic Company (UAE)

Sales manager

▪ Implementing and developing sales strategy plans and increasing sales and revenues in the UAE

- Coordinate the development of sales goals and strategies.
- Working on KPI's
- Create and implement B2B plans.

12-2016 → 08-2018

Majid Al Futtaim Company (Carrefour)

Director of Electronics and Home Appliances Department

- Implementing plans to increase sales
- Training of vendors to provide the best service and customer experience.
- Achieving the company's sales goals.
- Weekly and monthly inventory of warehouse and merchandise.
- Bringing the best brands and suppliers to the company at the lowest price.
- Continuously train sales staff and develop their performance.

07-2018 → 01-2019

Saudi Hardware and Tools Company (SACO)

Central region manager

- Create and implement B2B plans.
- Management of 34 Saudi employees in the Store.
- Follow up on employee performance and development
- An agreement with suppliers that their representatives will attend the exhibitions that follow us

02-2019 → 01-2020

Elm Company (season contract)

Manager Operations

Work on a project at King Khalid International Airport to organize travelers, finish all their procedures, work on the Makkah Road project, travel to the countries that sign the Hajj and Umrah agreement, and clear all shipping procedures, visas and passports until they enter the Kingdom of Saudi Arabia

01-2020 → present

Zajil Express Company

Director of the Central and Northern Region.

- Management of branches in the central and northern region.
- Training and making future programs and plans
- Management of 97 Saudi employees in the branches
- Follow up on employee performance and development
- Create and implement B2B plans.
- Responsible for managing sales and accounts for products and services in the Kingdom of Saudi Arabia.
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- Implementing and developing sales strategy plans and increasing sales and revenues in the Kingdom of Saudi Arabia..
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- Building and maintaining long-term relationships with clients.
- Coordinate the development of sales goals and strategies.
- Working on KPI's
- Provide detailed reports on sales and revenues
- Coordinate with the Marketing department to implement specific marketing strategies and develop new strategies, in addition to ensuring the development of specific sales targets and pricing strategies with the internal sales departments.

PERSONAL SKILLS

- ✓ Networking, negotiating, and problem-solving skills
- ✓ Able to work on my initiative or as part of a team
- ✓ Managing tasks and problem-solving skills
- ✓ Detail oriented, strong organization and a high degree of accuracy
- ✓ Analysis and Decision-Making skills
- ✓ Excellent conceptual and analytical skills

SOFTWARESKILLS

Microsoft Word	■ ■ ■ ■ ■ ■ □
Microsoft excel	■ ■ ■ ■ ■ □ □
Microsoft Power Point	■ ■ ■ ■ □ □

LANGUAGES

Arabic	● ● ● ● ○ ○
English	● ● ● ● ● ●

HOBBIES



Swimming



Basketball



Reading