

# HASAN AHMED

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## PROFESSIONAL SUMMARY

Hardworking and passionate job seeker with strong organizational skills, Ready to help team achieve company goals, Meticulously organized Parts Salesman with comprehensive knowledge of thousands of Type parts and range of uses in numerous circumstances. Reliable source for customers of varying needs. Customer-centric and service-minded employee with approachability and outward-facing patience and generosity.

## SKILLS

- Customer Service
- Problem-solving skills
- Inventory Management
- Up-selling strategies
- Teamwork and Collaboration
- Microsoft Office - Excel - Oracle - Outlook - Kerridge.....

## WORK HISTORY

### Van Parts Salesman

**GULF MOTORS** - Jazan

10/2023 - Current

- Achieve or exceed sales targets and build new customer base from individuals and suppliers.
- Collaborated with cross-functional teams to identify and address customer needs, and helped locate merchandise, and promoted key items.
- Created professional sales presentations and seminars to effectively demonstrate product features and competitive advantages.
- Opened, shelved and merchandised new products in visually appealing and organized displays for optimal sales promotions.
- Stocked merchandise, clearly labeling items, and arranging according to size or color.
- Volunteered for extra shifts during holidays and other busy periods to alleviate staffing shortages.
- Used in-store system to locate inventory and place special orders for customers, and delivered energetic responses to customers, and created positive impression of business.

### Parts seller

**Taajeer Group** - Jeddah

06/2021 - 07/2023

- Spare parts seller
- Met or exceeded sales targets and quotas to contribute to overall sales goals and revenue of company.
- Responded to customers' complaints regarding service and product quality to solve issues, and Fostered lasting relationships with customers through effective communication and quick response.
- Provided customers with information on shipment amounts and cost of products through email or online support chat.
- Packed, labeled, and shipped products to customers, providing accurate delivery timelines.

- Prepared and submitted reports to keep management informed of sales activities and progress.
- Registered customer information on database to enable tracking history and maintain accurate records.
- Upsold additional services and products to maximize sales opportunities.
- Contributed to team objectives in fast-paced environment, and Collaborated with other departments to optimize production workflows.
- Oversaw logistics and inventory management for storeroom.
- Maintained organized work area by cleaning and removing hazards.
- Informed customers of promotions to increase sales productivity and volume.

## **Maintenance reception**

**Al-Makki for cars** - Yanbu

01/2018 - 01/2021

- Fostered a positive work environment by Collaborated with team members to resolve complex issues, ensuring client satisfaction.
- Opened and closed store independently and prepared nightly bank drop for manager.
- Organized store merchandise racks and displays to promote and maintain visually appealing environments.
- Assisted customers with prompt and polite support in-person and via telephone.
- Greeted customers and helped with product questions, selections, and purchases.
- Located merchandise across various stores to address customer needs

## **Sales man**

**Al-Hazm Corporation for Industrial Equipment** - Yanbu

01/2013 - 01/2018

- Industrial equipment salesman.
- Met or exceeded sales targets and Presented professional image consistent with company's brand values.
- Packed, labeled, and shipped products to customers, providing accurate delivery timelines.
- Monitored service after sale and implemented quick and effective problem resolutions.
- Gained customer trust and confidence by demonstrating compelling, persuasive and composed professional demeanor.
- Workshop processing Mechanical, electrical and carpentry Securing and ordering parts.

## **EDUCATION**

### **High school**

Yanbu

01/2010

## **LANGUAGES**

**English:**

**Arabic:**

## **PERSONAL INFORMATION**

- Place of Birth: Yanbu
- Date of Birth: 11/29/93
- Gender: Male
- Nationality: Yemen

- Driving License: Light transportation
- Marital Status: Single