Omar Nafeh Al-Naji

Al-Khobar, Kingdom of Saudi Arabia – alnajiomar88@gmail.com – 00966560900626

Marital Status: Married – Date of birth: Jun 1h, 1969 – Nationality: Palestinian

**Objective:**

Seeking a position that would allow me to capitalize on my business management background.

**Education**

High school in Al Khaleej School Saudi Arabia 1987.

**Experience**

* **Universal Motors Agencies, Sales Manager (DFM Chinese Vehicles) 2021 – Present**

Managing all sales services (pre-sales, sales, after sales) and sales men supervision. As well as keeping track of sales target, sales hiring process and sales training courses.

**Universal Motors Agencies, Sales Manager in Riyadh (UCD) 2019 to 2021**

* **Universal Motors Agencies, Sales Supervisor (New Vehicles GMC) 2006 to 2012**
* **Universal Motors Agencies, Delivery Supervisor 2003 to 2006**
* **Universal Motors Agencies, Sales Consultant 1997 to 2003**

. Provide superior customer service while selling new Motor Vehicles, performing all sales-related processes and administrational work, as well as on-the-job training for new employees

* **AL ZAHID Sales Consultant 1992 to 1997**

Provide superior customer service while selling new Motor Vehicles, performing all sales-related processes and administrational work, as well as on-the-job training for new employees.

**Courses**

* Advantage After-sales Training 2002
* Active Consultative Sales 2003
* Aveo & Epica Sales Training 2003
* GM DAT Sales Training 2004
* Product Awareness for Sales 2004
* Active Competitive Sales (Aveo,Optra,Epica) 2004
* Chevrolet I-190 New Product Awareness 2004
* Holden Sales Training 2004
* Envoy XL Sales Training 2004
* Effective Telephone Selling Skills: A Simulated Training Approach 2005
* CRM Porsche 2012
* Porsche Selling Techniques – The Porsche Sales Process 2012
* Porsche Sales Psychology 1 2012
* Sales Consultant from Porsche 2012

**References Available Upon Request**