***Personal Profile C,V***

**Name ;** Zaher Ismail Edelby **Email ;** [Zaher.i.edelby@gmail.com](mailto:zaherabbar@gmail.com)

**Mobile ;** 00966544460005 **Date of Birth;** 01 JUL 1974 **Iqama Status ;**  S.ACitizen husband

**Nationality ;** Syrian **Gender ;** Male **Marital Status ;** Married **-----------------------------------------------------------------------------------------------------------------------------**

***Work Experience ;***

**JUN 2016 - Until date**

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**Organization ;** Mahmoud Saleh Abbar Company

**Job Title ;** Head of Customers Service E-commerce - VM & Trainig

CRM & Kay Accounts M.

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**JUL 2010 – MAR 2015**

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**Organization ;** First Motor Company

**Automotive Company ;** Volvo & Chery ( Jeddah, Saudi Arabia)

**Job Title ;** Sales Team Leader & Senior Consultant

**Profile ;** Responsible for the Showroom Sales & Sales Coordination. Plan strategies related to Showroom Sales ( New Offer, Presentations, Meetings ). Daily update of the existing customer & the new customer on the company Database. Excellent Knowledge on the System (Quotation, Invoice & Vehicle Stock check ). Monitoring the condition and effectiveness of stock vehicles and showroom display

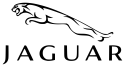
vehicles. Settling claims and ensuring collection. Handling customer complaints and providing support to the Help line initiative. ( After Sales ) Process of New & Used Vehicle Registration.

**Achievements ;** Build up a very huge range of contacts around western region. Pushed up the Sale volume up to 90%.

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**JUN 2005 – JUL 2009**

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**Organization ;** Al Saif Motors

**Automotive Company ;** Range Rover & Jaguar ( Jeddah, Saudi Arabia ).

**Job Title Senior ;** Sales Team Leader & Senior Consultant

**Job Profile ;** Responsible for the Showroom Sales. Plan strategies related to Showroom Sales. Daily update of the existing customer & the new customer on the company Database.Monitoring the condition and effectiveness of stock vehicles and showroom display vehicles. Settling claims and ensuring collection. Process of New & Used Vehicle Registration.

**Achievements ;** Built up a very extensive range of contacts around the western region. Pushed up the Sale volume by up to 80%.

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**JAN 2001 – MAY 2005**

**Job Title ;** Sales Executive & Supervisor

**Job Profile ;** Responsible for the Sales of western region.Tracking and solving issues pertaining to business in the region.Plan strategies related to Sales.Servicing the existing dealer and expanding it.Settling claims and ensuring collections.Providing information to superiors by way of reports and through unit meets.Handling customer complaints and providing support to the Help line initiative.

**Achievements ;** Gained more experience on sales and marketing. Pushed up the Sale volume up to 80%.

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** OCT 1998 – AUG 2001**

**Organization ;** Banaja Holding Company ( Jeddah K.S.A )

**Job Title ;** Sales Executive & Production Supervisor

**Job Profile ;** Responsible for Production & maintaining Staff relationships with the existing Clients.Maintenance, technical support for smaller or larger originations.Created and fostered a motivational

work environment, which encouraged professional development, team collaboration and high performance.

**Achievements ;** Build up a very huge range of contacts around western region.

***Educational Qualifications ;*** Certified- Diploma, Business Administration Certificate. (Bahrain University, Manama, Bahrain)***.*** High School or equivalent. August1997, Al Zharawi High School (Jeddah, Saudi Arabia)

***Computer Proficiency ;*** Excellent computer proficiency ( Microsoft Word, Excel, Power point, Outlook, .

***Objective ;*** To be associated with a progressive organization where I can apply my skills and strive for excellence, which provides dynamic workspace by extracting my inherent skills for achieving organizational objective and thereby developing my career in the process.

**Skills ;**

* More than 10 years’ experience at sales field Customer Service and Marketing.
* Long experience in dealing with customers, icebreakers, sales development, training, innovation and coordination Outstanding organizational skills.
* Excellent experience in creating new marketing campaigns and festivals for me to develop marketing and sales.
* Flexible and uncommon ability to work with others as a team.Positive leadership.
* Thorough knowledge of principles, techniques, and objectives of marketing, sales, and supervision.

***Strengths ;*** Great Strength in speedy learning, grasping and analyzing the new environment within shortest possible time, have a learning attitude, Good Communication & Negotiation Skills, Strong inter- personal skills, I am a Confident, flexible and active team worker.

***Languages Known ;*** Arabic, English,

**Driving License ;** Valid Saudi **Iqama ;** 2010203368

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**I hope I have caught your attention...To be one of your great team**