

Dawood Fallatah

Sales management

CONTACT ME

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EDUCATION

Diploma's degree of
Computer Technology |
Networking |

TECHNICAL COLLEGE
2008 - 2011

Diploma's degree of marketing
Jeddah International Higher
2015 - 2018

SKILLS

Business development and
planning

Microsoft Office
Suite.

Efficient problem-Solving
skills.

Leadership.

Prioritizing time Management
and organizational skills

LANGUAGES

- English:
- Arabic:

SUMMARY

10+ years of experience as a Sales Specialist. My driving desire is to accomplish any task put before me. Combined with my quality to work well with others

WORK EXPERIENCE

- 2023 - 2024/4

NESMA ORBIT For Industrial Projects and Commerce.

Sales Executive

Sales expert in the flooring department, providing detailed product information to customers.

Setting up measure appointments, give quotes to the customers and work with measure team.
- 2020 - 2023

M.H. Alshaya (Home Furniture Division)

Brand | Pottery Barn | Jeddah

Sales manager

Developed and executed strategic sales plans to achieve company goals.

Monitored customer buying trends ,market conditions and competitor actions to adjust strategies and achieve sales goals.
- 2018 - 2020

M.H. Alshaya (Home Furniture Division)

Brand | Westelm | Jeddah

Assistant Sales manage | Visual Manger

Responsible for creating and maintaining the presentation of merchandise to engage customers and help stimulate sales activity.

Responsible for communicating key information vital to the success of the initiative to store department managers.

Facilitated training the store team concerning company directives in design concepts, visual display standards, and the proper maintenance of the overall visual display effort.
- 2015 - 2017

Mohammed Al Guthmi sons co.

Serves customers by selling products and meeting customer needs.

Sales specialist