

## **RAAD HUSAIN ALI JARALLAH AL-ABDALI**

Nationality: Saudi  
Birth Date: 1977  
Marital Status: Married  
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### **Objective:**

To pursue a challenging position in a highly reputable organization to meet my competencies capabilities, skills, education and experience.

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### **Formal Qualifications:**

High school certificate and a student of media and press college in Public Relations dep. at sanaa university, Jeddah, Saudi Arabia.

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### **Training and Skills**

- **Many courses at Aljomaih company and certified about:**
- Vehicles – management – marketing – customer service – telesales- maintains services - internet marketing –advisor for general motors' sales.
- Has a certificate from GM motors as a certified worldwide supervisor.
- Computer: user oracle , Word ,Excel, Power point.
- Managing conflict and Improve Relationships.
- Skills in dealing with others.
- Goal, Vision and Mission Program
- Sales Communications Skills.
- Customer Satisfaction.
- Memo writing.
- Can deal with reports – permissions.
- Deal with files and follow it up.
- Completely knowledge about general organize.
- Follow up the work team.
- Check the show rooms to provide it.
- Finish work orders at the required time in any situation.
- Ability to work & corporate as part of one team.

**Languages: Arabic and English**

## PROFESSIONAL EXPERIENCE:

### Emirates NBD Home Financing 3-2-2022 till now

Western region home financing supervisor.

#### Activities

- Leading the sales teams and organize sale plan monthly.
  - Making deals with real estate developers .
  - Increase sales limit and reach over target.
  - Hiring staff and making interviews to find impressive sales men.
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### Dar Al Arkan Real Estate Development Company 4-1-2021 to 4-12-2021, jeddah

- Region sales manager .
  - Real estate listing department management.
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### Saudi franci financing & leasing (second time) 1-5-2018 up to 2020, Jeddah

#### Activities

- As Western region supervisor.
  - Leading the sales teams and organize sale plan monthly.
  - Making deals with car agents and showrooms.
  - Increase sales limit and reach over target.
  - Hiring staff and making interviews to find impressive sales men.
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### Alnayifat company 23-4-2017 to 22-4-2018 Jeddah

#### Activities

- Showroom and outdoor sales manager.
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Saudi franci financing & leasing  
1-7-2014 to 30-3-2017, Jeddah

**Activities**

- As Western region supervisor.
  - Leading the sales teams and organize sale plan monthly.
  - Making deals with car agents and showrooms.
  - Increase sales limit and reach over target.
  - Hiring staff and making interviews to find impressive sales men.
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Aljomaih automotive company  
Jeddah 16-7-2002 to 30-6-2014

**Major activities**

- 2 years as customer service supervisor.
  - 2 years as telesales supervisor.
  - 8 years and a half as showroom sales supervisor.
  - Manage to Co-ordinate between sales dep. and customers.
  - Analyzing the offers.
  - Resolve customers' financial issues.
  - Manage to attract new customers.
  - Handling class A customers.
  - Manage to resolve all daily obstacles between company and its customers.
  - Increase branches sales.
  - Achieve company goals.
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Nesc company.  
Jeddah 3-5-2000 to 3-7-2002

**Activities:**

- sales man.
- Working effectively in a team with other departments.

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Al-shreef Est. for contracting  
2years

**Activities:**

- locations supervisor.
- Management Committee assistant.