

Curriculum Vitae

Fahad Alamri

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Professional Summary

Results-driven sales professional with extensive experience in the automotive industry, specializing in truck sales and branch management. Proven ability to achieve and exceed sales targets through strong negotiation skills, deep product knowledge, and excellent customer relationship management. Adept at identifying customer needs and providing tailored solutions to maximize client satisfaction and loyalty.

Work Experience

Sales Executive - Alesayi Motors

Jeddah, May 2021 - Present

- Successfully achieve and surpass sales targets in the truck and commercial vehicle sector.
- Build and maintain strong relationships with corporate clients and fleet operators.
- Conduct market analysis to identify new business opportunities.
- Provide expert consultations on truck specifications and financing options.
- Utilize CRM software to track sales activities and customer interactions.

Showroom Manager - Borgward KSA

Jeddah, December 2019 - June 2021

- Led and managed the showroom sales team to drive revenue growth.
- Developed and implemented sales strategies to optimize business performance.
- Ensured exceptional customer service and satisfaction.
- Managed inventory, budgeting, and financial planning.
- Analyzed market trends to adjust sales tactics accordingly.

Corporate Sales Specialist - Hino Trucks Saudi Arabia

Jeddah, November 2018 - August 2019

- Managed key corporate accounts and developed strong business relationships.
- Conducted product demonstrations and provided tailored solutions.
- Negotiated and closed high-value sales deals.
- Monitored industry trends to stay ahead of competitors.

Sales Executive - Al Habtoor Group

Jeddah, July 2017 - July 2018

- Achieved sales targets through strategic prospecting and client engagement.
- Developed new business opportunities and expanded customer base.
- Conducted product presentations and demonstrations.
- Maintained accurate records of sales activities using Kerridge system.

Branch Supervisor - Abdullah Hashim Company.

Tabuk, April 2002 - August 2016

- Served as the legal representative for the company's Tabuk branch.
- Supervised branch operations, ensuring smooth workflow.
- Managed 3S facilities and prepared reports for regional management.
- Developed annual sales plans and budgets.
- Recommended pricing strategies, stock levels, and marketing initiatives.
- Monitored sales performance and implemented corrective actions when needed.

Skills

- Sales & Business Development
- Customer Relationship Management (CRM)
- Negotiation & Closing Deals
- Strategic Planning & Market Analysis
- Team Leadership & Branch Management
- Microsoft Office Suite (Excel, PowerPoint, Word)
- Time Management & Problem-Solving

Education

Master of Business Administration (MBA)

Jeddah International College, Jeddah