

Mohammad Ahmad Rasheed

Key account manager

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- Languages: Arabic & English
- Nationality: Jordanian
- Date Of Birth: 30-01-1987
- Marital Status: Married
- Type of Residence: Transferable Residence (Marketing Specialist)

Profile

A highly skilled Procurement Manager with extensive experience in strategic sourcing, contract negotiations, and supply chain management. Proven ability to optimize procurement operations, drive cost savings, and ensure seamless supply chain processes. Strong background in sales and business development, with a track record of increasing revenue, managing key accounts, and fostering strong supplier relationships. Adept at leveraging data analytics and e-marketing to enhance decision-making and market positioning. Certified in ISO 9001, ISO 45001, customer service, and HR, ensuring compliance with global standards and best practices.

Education

Bachelor's degree in marketing – apply since University (APU)

Professional Experience

Digital future company

Key account manager

⌚ September 2019 – Present

- Managed a portfolio of key clients, providing expert consultation on product selection and sales strategies.
- Increased sales revenue by building strong customer relationships and understanding market demands.
- Developed and executed marketing and sales strategies, enhancing brand visibility and customer engagement.
- Negotiated pricing and contracts to maximize profitability and customer satisfaction.
- Provided after-sales support, ensuring long-term customer retention and loyalty.

- Managed inventory control and supply chain logistics, ensuring seamless operations and reducing downtime.
- Ensured compliance with ISO 9001 and ISO 45001 standards to maintain operational excellence and safety regulations.
- Conducted market research and data analysis to identify emerging trends and procurement opportunities.
- Collaborated with cross-functional teams to improve procurement efficiency and cost-effectiveness.

Tajeer group

Sales Consultant

⌚ January 2014 – July 2019

- Managed a portfolio of key clients, providing expert consultation on product selection and sales strategies.
- Increased sales revenue by building strong customer relationships and understanding market demands.
- Developed and executed marketing and sales strategies, enhancing brand visibility and customer engagement.
- Negotiated pricing and contracts to maximize profitability and customer satisfaction.

- Provided after-sales support, ensuring long-term customer retention and loyalty.
- Utilized e-marketing tools to enhance product awareness and lead generation.

Yousef Mohammad Naghi company LG

Sales executive (Qassem)

⌚ January 2012 – July 2013

- Managed a portfolio of key clients, providing expert consultation on product selection and sales strategies.
- Increased sales revenue by building strong customer relationships and understanding market demands.
- Developed and executed marketing and sales strategies, enhancing brand visibility and customer engagement.
- Negotiated pricing and contracts to maximize profitability and customer satisfaction.
- Provided after-sales support, ensuring long-term customer retention and loyalty.

Utilized e-marketing tools to enhance product awareness and lead generation

Training & Certifications

- ✓ ISO 9001 – Quality Management Systems
- ✓ ISO 45001 – Occupational Health & Safety Management
- ✓ Customer Service – Best Practices & Client Management
- ✓ Human Resources (HR) – Employee Relations & Talent Management
- ✓ Data Analytics – Business Intelligence & Market Analysis
- ✓ E-Marketing – Digital Marketing Strategies & Online Sales

Key Skills

- ✓ Procurement & Supplier Management
- ✓ Contract Negotiation & Cost Optimization

- ✓ Sales & Business Development
- ✓ Market Analysis & Competitive Strategy
- ✓ Data Analytics & Decision-Making
- ✓ Supply Chain & Inventory Management
- ✓ Digital Marketing & E-Commerce
- ✓ Customer Relationship Management