

# ABDULAZIZ HASSAN AL-RIMI

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## PROFESSIONAL SUMMARY

Sales professional with over 12 years of experience in the retail sector with a proven track record of achieving exceptional results. Seeking to leverage my extensive professional experience and diverse skills to develop work environments, increase productivity, and build effective professional relationships while enhancing individual and team performance.

## EXPERIENCE

### Supervisor

Al-Mutbouli United Group | Jeddah, SA

#### Key Achievements

- Leading sales teams to achieve and exceed monthly sales targets.
- Overseeing daily operations and ensuring workflow efficiency across all showroom departments.
- Training new team members and enhancing individual and collective performance.
- Solving problems and providing innovative solutions to improve workflow and customer experience.
- Managing inventory and coordinating promotional displays to increase sales and attract customers.
- Providing periodic reports to senior management on sales performance, challenges, and opportunities.

### Assistant Supervisor

Al-Mutbouli United Group | Jeddah, SA

#### Key Achievements

- Assisting the supervisor in managing daily operations and ensuring efficient workflow.
- Monitoring sales team performance and providing necessary support to achieve targets.
- Participating in training new employees and guiding them to ensure adherence to quality standards.
- Contributing to solving customer issues and providing excellent service to ensure satisfaction.
- Organizing and arranging the showroom to ensure attractive and effective product displays.

## **Team Leader**

Al-Mutbouli United Group | Jeddah, SA

### **Key Achievements**

- Leading the sales team and motivating them to achieve monthly sales targets.
- Coordinating team efforts and distributing tasks effectively to ensure coverage of all showroom areas.
- Providing guidance and direction to team members to improve their performance and develop their skills.
- Monitoring team performance and providing periodic reports to the supervisor on progress and challenges.
- Participating in direct sales operations and providing a role model for team members.

## **Salesperson**

Al-Mutbouli United Group | Jeddah, SA

### **Key Achievements**

- Selling products and advising customers on the best options suitable for their needs.
- Building strong relationships with customers and achieving high satisfaction rates.
- Explaining product specifications and technical features to customers in a simplified and effective manner.
- Consistently achieving monthly sales targets and frequently exceeding them.
- Participating in arranging and organizing the showroom and displaying products attractively.

## **EDUCATION**

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### **Bachelor's Degree in Human Resources Management**

King Abdulaziz University

## **SKILLS**

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- Team Leadership
- Quick and Effective Decision Making in Difficult Situations
- Rapid Task Completion
- Seriousness and Responsibility
- Discipline and Working Under Pressure
- Creative Skills and Out-of-the-Box Thinking
- Teamwork
- Computer Skills (Software - Hardware)

## TRAINING COURSES

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- Creative Thinking and Problem Solving
- Stress Management Through Motivation
- Change Management
- Professional Sales Skills and Techniques
- Time Management

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