Jordanian

Riyadh, Saudi Arabia

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**23-02-1997** 

ahmadalkababji3@gmail.com

တ္ male



A smart, ambitious, and creative natural communicator who likes the excitement of new challenges and able to thrive in a fast-paced environment, Possess excellent communication skills, Negotiations skills, Startup's builder, an eye for detail, and flexible to work in any environment as required.

seeking a challenging position in a reputable organization to expand and utilize my learning, skills, Experience and knowledge.

# **△** WORK EXPERIENCE

2023 → present

Ecomz

Senior Account Executive

Managing organizational sales by developing a strategic management and business plan that covers sales, revenue, and expense controls.

- Understand our ideal customers and how they relate to our products.
- working closely with organization costumer as a consultant.
- Maintained relationships with customers and found new ones by identifying needs and offering appropriate services.
- Resolved customer issues quickly to close deals and boost client satisfaction.
- Established and cultivated solid business relationships with new or existing customers.
- Possessing high communication skills that help build a high-level network at the C level across multiple business functions for the CEO of the company
- Coordinating the preparation of Sales proposals, tenders/bids, and contracts.
- Preparing account and opportunity plans.
- Identifying and gaining new business through cold calling, mailing, and referrals.
- Coordinating with Technical Support staff regarding technical issues to ensure client retention and continued business.
- Building relationships with partners/vendors and identifying areas of mutual interest as a means of maintaining a business relationship.
- Demonstrated ability to forge strong partnerships with key stakeholders such as system integrators and technology providers, resulting in mutually beneficial outcomes.

**Notable Achievements**: Proven success in developing and implementing strategic account plans within large enterprise customers, particularly in multi sectors.

2022 → 2023

Makane – Riyadh, Saudi Arabia.

Sales Team Lead.

- Analyzing sales metrics to assess effectiveness of current sales strategies and providing recommendations to management.
- 2. Assisting newly-recruited or less experienced Sales Representatives in answering technical questions posed by customers in addition to Enhancing staff accomplishments and competence by planning delivery of solutions
- 3. Submit weekly reports with activity to sales manager for all of my team .
- 4. Monitor, train and coach the sales team daily activities.
- 5. Kept detailed track of sales and customer information in company system.

2021 > 2022

#### Makane - Riyadh, Saudi Arabia.

Senior Sales Executive

- 1. Identifying business opportunities by seeking prospects and evaluating their position in the industry through market research and sales options analysis.
- 2. Conducting in-depth research on competitors' products, pricing, and market share to gain insight into customer preferences and market trends.
- 3. Selling SaaS Products and services by establishing contact and maintaining relationships with current and prospect clients, achieving a monthly target, quarter target and almost yearly target.
- 4. Working closely with coworkers and closing sales quickly.
- 5. B2B, B2C, CORPORATE SALES.

Improving sales achievements by selling 180 deals with total income 720K

2017 > 2021

### Orange - Amman, Jordan

Senior Sales Executive

2016 > 2017

Smart Buy - Amman, Jordan.

Sales Supervisor

- 1. Responsible for establishing new product "Orange money" that's a fintech solution that's established for beneficiaries of National Aid funds.
- 2. Notable achievements more than 100K users, And more than 10M transactions.
- 3. B2B, B2C, CORPORATE SALES.
- Notable Achievements: best achiever for three quarter of the year.
- 1. Responsible for monitoring key performance indicators (KPIs).
- 2. Responsible for applying performance inspection visits.
- 3. Providing coaching and mentorship to new promoters in the team.
- 4. Acting branch manager assistant.

Notable Achievements: Achieved sales of four hundred and fifty thousand on a monthly basis.

## **■** EDUCATION

2015 > 2019

Zarqa University

Bachelor's Degree in Computer science.

## LANGUAGES

Arabic

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English

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## TRAINING COURSES

- ICDL
- Critical Thinking and Problem Solving.
- Executive Leadership.
- Leadership Mindsets.
- Sales Foundations.
- Sales Fundamentals.
- Transitioning to Management for Salespeople.

# TECHNICAL SKILLS

Salesforce, Pipedrive and HubSpot (CRM Systems).

Microsoft 365 (ERB System)

Microsoft Office

## ■ PERSONAL SKILLS

- ✓ Networking, negotiating, and problem-solving skills
- ✓ Detail oriented, strong organization and a high degree of accuracy
- ✓ Advanced skills in programming using multiple programming languages.
- ✓ Managing tasks and problem-solving skills
- ✓ Analysis and Decision-Making skills
- ✓ creating compelling win/win propositions that align with organizational objectives and drive positive business outcomes.
- ✓ Advanced skills in communication and building new relationships.
- ✓ Advance skills in Outstanding negotiation / presentation / sales skills with proven closing ability .
- ✓ Advanced skills in adapting with new work environments.
- ✓ Advance skills in working with Customer Relation Management (CRM) system.