



YOUSEF AL-AMOODI

Sales Management | Strategic Planning | Client Relations |
Business Development | Project Management

☎ 0594957994 @ Yosofamoodi@gmail.com

🌐 <https://www.linkedin.com/in/yousef-al-amoodi-72b122a7> 📍 Saudi Arabia

SKILLS

Strategic Planning, Client Relationship Management, Market Expansion, Sales Forecasting, Contract Negotiation, Team Leadership, Sales Training & Development, Sales Management

CERTIFICATION

McKinsey Forward Program
McKinsey & Company

Google Project Management Professional Certificate
Google through Coursera, Authorized by American Council on Education.

Mini-MBA Diploma
International Business Management Institute

Managing the Company of the Future
University of London

Converting Challenges into Opportunities
UC San Diego

Become a Sales Manager
LinkedIn Learning

Improve Your Business Analysis Skills
LinkedIn Learning

Ashley Sales Process
Ashley Discovery

Total Quality Management
King Fahd University of Petroleum & Minerals

SUMMARY

With over 5 years of experience in sales leadership and 2 years in various fields, I excel in strategic planning, client relations, and market expansion. My career is highlighted by consistently exceeding sales targets and driving team success. Eager to bring top-tier negotiation, team leadership, and business development skills to a dynamic sales team.

EXPERIENCE

Assistant Sales Manager 2019 - Present

**Hamad M. AlRugaib & Sons Trading Co. Ltd -
Ashley Furniture Industries** Medina, KSA

- Led a team of 15 sales professionals, achieving LFL growth for 5 consecutive years by implementing innovative sales strategies and enhancing the sales process.
- Prepare daily, weekly, quarterly and annual sales reports.
- Negotiated and secured contract with key account worth over 5M, contributing significantly to the company's growth objectives.
- Developed and executed a comprehensive training program for new hires, reducing ramp-up time by 50% and significantly improving sales team productivity.
- Track, monitor and analyze: NPS, traffic, basket size, conversion rate and inventory turnover to improve all aspects.
- Implemented a CRM system that improved lead tracking and sales forecasting accuracy, enabling more strategic decision-making.
- Analyze customer feedback and develop strategies to improve customer satisfaction.
- Gained competitive insights by monitoring main competitors' activities and campaigns.
- Establish and maintain relationships with customers.

Project Manager 06/2017 - 09/2017

Alrajeh Modern Contracting Co. Ltd Medina, KSA

- Directed a 45-member project team to complete tasks within the scope of project.
- Managed tasks assigned to team members, resulting in improved accountability.
- Reported project status to a senior manager enhancing communication.
- Ensured quality assurance for 6 municipalities buildings.
- Negotiated with vendors and suppliers to procure resources for the project.
- Review the project contract.

Assistant Teacher 06/2016 - 07/2016

Mawhiba Dhahran, KSA

- Supported the teacher with classroom management of 20 students, increasing overall productivity.
- Marked and corrected class assignments, promoting faster feedback cycles.
- Collaborated with the class teacher on preparing lessons.
- Provided one-to-one support to students during class activities, enhancing learning outcomes.

LANGUAGES

Arabic	Native
English	Proficient

KEY ACHIEVEMENTS

Certificate of Appreciation

Due to continuous training all of the showroom sales associates achieved their assigned target for the first time in company

Showroom of the Year

The highest customer satisfaction rate among all showrooms

Training Manual for New Employees

The goal of the Training Manual is to guide all new employees throughout their probation period. Also, having a training manual helps create a standardized training plan.

Dashboard Reporting

Implementation of dashboard reporting in all business related reports to track performance and KPIs, leading to a better decisions making process.

VOLUNTEERING

Leader of Knowledge Community

Hamad M. AlRugaib & Sons Trading Co. Ltd

07/2022 - 12/2023

Arrangements of In-house training sessions and workshops to improve employees overall skills

Vice President of Environmental Design Club

King Fahd University of Petroleum & Minerals

12/2012 - 05/2016

Assisted with all club activities and initiatives

EXPERIENCE

Design Studio Assistant 2016 - 05/2016

King Fahd University of Petroleum & Minerals - Dhahran, KSA
part-time job

- Prevented 100% of fire hazards by applying safety codes consistently.
- Performed routine inspections, ensuring compliance with safety standards.
- Assisted in the development of safety policies and design studio regulations.

Committee Assistant 10/2015 - 12/2015

King Fahd University of Petroleum & Minerals - Dhahran, KSA
part-time job

- Reviewed Committee schedules and agendas to determine the committee manager's schedule.
- Assisted in preparing committee rooms prior to a meeting.
- Arranged committee meetings.
- Prepared and edited correspondence, reports, and presentations.
- Developed and maintained filing systems, both electronic and paper.

Architect 05/2015 - 07/2015

KS Bureau Engineering Consultants Medina, KSA

- Conducted comprehensive site analysis for existing projects, providing valuable data and modifications that improved design efficiency and reduced environmental impact.
- Led regular site visits to ensure adherence to architectural plans, resulting in a decrease in construction errors and project delays.
- Developed a new system for organizing and managing project files.
- Implemented new CAD files for old paper plans.

CAD Designer 02/2015 - 04/2015

King Fahd University of Petroleum & Minerals - Dhahran, KSA
part-time job

- Developed conceptual designs for indoor spaces in academic buildings.
- Participated in selecting locations to be redesign, enhancing usability.

Exhibition Designer and Organizer 09/2013 - 12/2014

King Fahd University of Petroleum & Minerals - Dhahran, KSA
part-time job

- Assisted in the setup and breakdown of exhibits, ensuring proper display of 3D models.
- Arranged gallery area for any event or exhibition.
- Guided and monitored workers engaged in the arrangement of the display.
- Maintained a safe delivery of all products and models displayed in exhibition.

EDUCATION

Bachelor degree, Architecture, Third honor 2011 - 2016

King Fahd University of Petroleum & Minerals Dhahran, KSA



THIS IS TO CERTIFY THAT

Yousef Al-Amoodi

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND RESOURCES AND IS HEREBY BESTOWED THE GLOBAL CREDENTIAL

Project Management Professional (PMP)[®]

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE

A handwritten signature in black ink, appearing to read 'LuAnn Piccard'.

LuAnn Piccard, PMP | Chair, Board of Directors



A handwritten signature in black ink, appearing to read 'Pierre Le Manh'.

Pierre Le Manh | President & CEO

Certification Number: 3997840

Original Grant Date: 24 December 2024

Expiration Date: 24 December 2027



Membership no.:323704

عضوية رقم: 323704

In accordance with the Regulations of Saudi Council of Engineers by Royal Decree M/36 Date 26/9/1423H and the Engineering Professions Practice Regulation by Royal Decree M/36 Date 19/4/1438 H. SCE has approved:

استناداً إلى نظام الهيئة السعودية للمهندسين الصادر بالمرسوم الملكي رقم م/٣٦ وتاريخ ٢٦/٩/١٤٢٣هـ ونظام مزاولة المهن الهندسية الصادر بالمرسوم الملكي م/٣٦ وتاريخ ١٩/٤/١٤٣٨هـ ولائحته التنفيذية فقد قررت الهيئة اعتماد:

Yousef Abdulqader Al_amoodi

Membership Category: Architect

Specialization: Architecture

Membership Start Date: 4/30/2017

يوسف عبدالقادر العمودي

فئة العضوية: معماري

التخصص: عمارة

تاريخ بداية العضوية: 4/30/2017

This Certification is valid until: 31 July 2026

هذه الشهادة صالحة إلى تاريخ: 16 صفر 1448



الأمين العام Secretary General

م. عبدالمحسن بن ضاوي المجنوني



Digitally signed by Saudi Council of Engineers at 11/19/2024



SNCI

المبادرة الوطنية
السعودية للإبداع

Saudi National
Creative Initiative

CERTIFICATE

THIS CERTIFICATE IS PRESENTED TO

Yousef Abdulqader Al-Amoodi

Has participated in a workshop organized by
SNCI- Saudi National Creative Initiative

The workshop "Urban Regeneration & Community
Engagement"
directed by Philip Heaton
from 16/3/2016 to 17/3/2016

SIGNATURE



AZCOM





SNCI

المبادرة الوطنية
السعودية للإبداع

Saudi National
Creative Initiative

CERTIFICATE

THIS CERTIFICATE IS PRESENTED TO

Yousef AlAmoodi

Has participated in a workshop organized by
SNCI- Saudi National Creative Initiative

The workshop "The Future of Institutional Buildings"
directed by Sean Huang
from 18/3/2016 to 19/3/2016

SIGNATURE



AZCOM



شهادة
إتمام
مساق

2014-11-24



تم منح شهادة إتمام المساق هذه إلى:

يوسف عبدالقادر سعيد العمودي

لإتمام المساق التالي بنجاح:

المدينة العربية المعاصرة

يهدف هذا المساق إلى تقديم تطور مدن العالم العربي خلال العشرين إلى ثلاثين سنة الماضية وتحديد مقوماتها المختلفة والتحديات التي تواجهها. وسيتطرق المساق إلى التطورات التخطيطية والسكانية والفراغية والإقتصادية والسياسية والإجتماعية والثقافية والحصارية التي كونت مدن العالم العربي اليوم. ويهدف المساق أيضاً إلى تطوير قدرة الطلاب على تقييم الأوضاع الحالية لمدينتهم وأيضاً تقييم العوامل المختلفة التي حددت هذه الأوضاع.

د. محمد الأسد

تم طرح هذا المساق من قبل إدراك وتحت إشراف فريق من الأكاديميين الذين اشرفوا على تعليم وإدارة النقاش وتقييم الأجوبة والإمتحانات.

Certificate of Attendance

الهيئة الملكية للجبيل وينبع
الهيئة الملكية بالجبيل
Royal Commission for Jubail & Yanbu
Royal Commission in Jubail



This is to certify that

YOUSEF AB ALAMOUDI

has attended

مؤتمر الجبيل الدولي الثاني لتخطيط المدن
JUBAIL 2ND INTERNATIONAL CITY PLANNING FORUM

HELD FROM 11 - 12 FEBRUARY 2014 , FANATEER CULTURAL CENTER
JUBAIL INDUSTRIAL CITY , KINGDOM OF SAUDI ARABIA

Conference Director
Mr. Ahmad Al-Balawi



ملف الجبيل الدولي
لتخطيط المدن
JUBAIL CITY PLANNING FORUM
Edition 11 - 12 February 2014

Ministry of Education
King Fahd University of Petroleum & Minerals
DEANSHIP OF ADMISSIONS & REGISTRATION
(036)



وزارة التعليم
جامعة الملك فهد للبترول والمعادن
عمادة القبول والتسجيل
(٠٣٦)

Issue Date: July 19, 2016

تاريخ الإصدار: ١٤ شوال ١٤٣٧هـ

وثيقة تخرج Graduation Certificate

This is to certify that Mr. YOUSEF ABDULQADER SAEED AL-AMOODI, Student ID # 201132710, born 22/05/1993, has completed all formal and academic requirements for the Degree of Bachelor of Architecture. The Degree is conferred with Third Honors by King Fahd University of Petroleum & Minerals effective May 24, 2016.

تشهد جامعة الملك فهد للبترول والمعادن أن السيد/ يوسف بن عبدالقادر سعيد العمودي ورقمه الجامعي ٢٠١١٣٢٧١٠، وتاريخ ميلاده ٢٢/٠٥/١٩٩٣م، قد أتم بنجاح جميع المقررات المطلوبة للحصول على درجة بكالوريوس في العمارة بمرتبة الشرف الثالثة، وذلك بتاريخ ١٧ شعبان ١٤٣٧هـ الموافق ٢٤ مايو ٢٠١٦م.

University Registrar
Ahmad A. Al-Dharrab



أحمد بن عبد العزيز الضراب

Dean, Admissions & Registration
Saad M. Al-Shahrani

سعد بن محمد الشهراني

Dean, College of Environmental Design
Adel S. Aldosary

عادل بن شاهين الدوسري



Rector of the University
Khaled S. Al-Sultan



خالد بن صالح السلطان

Residence Permit # 2102097397

201132710