

# Resume

## Personal Data

---

- **Name:** Haitham Mohamady Mohamed.
- **E-mail:** [Haitham.Mohamady@yahoo.com](mailto:Haitham.Mohamady@yahoo.com)
- **Date of Birth:** 26<sup>th</sup> Mar, 1987.
- **Phone No.:** 00966(0565915373)
- **Address :** Riyadh city and Qassim area .
- **Military service:** Final exempted
- **Marital status :** Married
- **Egyptian Driving License:** Valid
- **Saudi Driving License:** Valid
- **Transferable Iqama .** valid
- **Iqama job title .** Sales Rep

## Objective

---

Utilizing and enhancing my skills and qualifications through a big organization which encourages continuous education and improvement for its communication Medical Reps, and interact and work efficiently in a dynamic environment to prove myself.

## Personal skills

---

- Hard worker, smart, problem solver
- Time management & good planner
- plan to my future and career oriented
- adaptation to work under stress
- learning ability and team worker
- Assertiveness skills.
- Report Preparation.
- Cross functional team work & collaboration.

# Summary Of qualifications

---

- Ability to learn new skills and new tasks quickly.
- Ambitious, Able to work under pressure, and Deal with difficult situations.
- Self-motivated, self-dependent and hard worker.
- Ability to work in a team spirit.
- Very organized person with a well-organized personality.
- Excellent communication skills oral and written.

# Employment Experience

---

May 2024 till now **National Sales and Development Manager for Golden Block factories Group company for construction materials ( Block – Interlock – Add value Interlock ) for all regions of KSA**

## **Tasks of my current position**

- Greet and assist customers
- Respond to customer inquiries and complaints
- Direct and supervise employees engaged in sales, taking inventory, reconciling cash receipts, or in performing services for customers
- Monitor sales activities to ensure that customers receive satisfactory service and quality goods
- Inventory stock and reorder when necessary
- Instruct staff on how to handle difficult or complicated sales
- Meet financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances and initiating corrective actions
- Formulate pricing policies and accuracy
- Attend trade shows to identify new products and services
- Coach, counsel, recruit, train and discipline employees
- Approve contracts with vendors
- Utilize information technology to record sales figures for data analysis

Dec 2022 –Feb 2024 **Sales Supervisor for ( SCC – شركة الخزف السعودي ) Riyadh Area and Qassim and North Area( wholesale and projects department)**

Jan 2020 – Dec 2022 **Sales Manager for ( Mudayfer Company Group )  
for Constructions Materials - Qassim Factory {Qassim area -North area -  
Yanboa - Madina}**

#### **Tasks of my Current position**

- questions and objections Responsibility for sales marketing and promotion within constructions material Business Products and Services .
- Managing a sales team in order to maximize sales revenue and meet or exceed corporate-set goals
- Collaborating with senior executives to establish and execute sales goals
- Expected to execute the selling cycle in a manner that is concise, professional, ethical and persuasive and which leads the customer to action.
- Educating sales team with presentations of strategies, seminars and regular meetings.
- Ability to create, composes, and edits efforts from others.
- Strong interpersonal and communication skills.
- Knowledge of advertising and sales promotion techniques an understanding of how to achieve results in the given environment.
- Ability to work with all types of individuals in multiple settings and locations and to promote diversity in the workplace.

2017 to 2020 **Medical Rep Supervisor Eckhart Co - Operation for Pharmaceutical products in Western area ( Jeddah – Mecca – Taif ) governorates**

2013-to 2017 **District Manager El-Minofia , El-Qalyobia and El Gharbia Hi Care pharma for Cosmetics and Skin Care products**

2010- 2013 **Medical Rep, Pharco International .**

## Education

---

- **Qualification** : Collage of Science ( Chemistry Department )
- **Graduation Date**: 2009
- **Grade** : Good

## Languages

---

- **Arabic** : Mother Language
- **English** : Very Good

## Courses

---

- **Mini MBA Sales Management** by( **AS Academy**) (Personal Selling, Field Force Management )
- **Human Resources Diploma** by ( **OXFORD UNIVERSITY** )
- **Diplomatic Crops Training** by ( **UNITED NATIONS** ) .
- **English Conversation** by ( **A . U . C** ) .

## Computer skills

---

- Microsoft Office ( Excel – Word-- power point – Outlook – Internet )