

MOHAMED ELREFAEY

SENIOR SALES ENGINEER

Saudi Arabia

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+ ABOUT ME

I am a seasoned sales professional seeking to join a prestigious, forward-thinking company to leverage my extensive expertise in driving success. Thriving on challenges, I am looking for a dynamic role within a rapidly expanding organization that presents a range of goals and objectives. My goal is to contribute to a modern, economically savvy business environment where my skills can truly flourish and deliver tangible results.

Driven sales expert seeking to join a progressive team, eager to leverage my vast experience to foster growth and meet diverse challenges in a vibrant, goal-oriented company.

+ SKILLS

- Interior Fit-out
- Technical leadership
- Project Engineering
- English Fluent
- English Translation
- Floor Management
- International Sales
- Sales Operation
- Zoho CRM
- Odoo CRM
- Direct Sales
- CRM
- Supplier Quality
- Supervisory Skills
- Leadership
- Sales Processes
- Sales Management
- Retail Operation
- Negotiation
- Customer Experience
- Teamwork
- Customer Service
- Professional Driving
- Financial oversight
- ECDL
- Excel
- Product Marketing
- Internal Audits
- Customer Support
- Presentation Skills
- ERP System
- Odoo Certification
- KSA Driving License

+ WORK EXPERIENCE

- Rasha Orbit Trading and Contracting Est.** 2024-PRESENT
Riyadh
SENIOR SALES ENGINEER
 - Expert Senior Sales Engineer with a track record in complex solution delivery and revenue generation.
 - Proficient in client relationship management, ensuring high retention and satisfaction rates.
 - Skilled in distilling intricate technical details into clear, client-friendly solutions.
 - Committed to driving growth for forward-thinking enterprises through strategic technical sales leadership.
 - Proven ability to meet and exceed sales targets through innovative sales initiatives.
 - Strong user of CRM and ERP systems to optimize sales operations and customer service.
 - Adept at crafting and delivering compelling presentations to highlight product benefits.
 - Analytical approach to market research, with experience in generating insightful sales reports.
- Al Daamah Trading Est.** 2022-2024
Jeddah
PROJECTS SALES SPECIALIST
 - Accomplished Sales and Marketing Specialist adept at meeting sales targets for sanitary ware with both new and established clients.
 - Expert in fostering enduring business relationships based on performance and trust.
 - Proficient in utilizing ERP and CRM systems for streamlined sales process management and follow-up.
 - Skilled in delivering comprehensive sales presentations, highlighting product benefits to customers.
 - Committed to post-sale customer engagement to guarantee satisfaction and address any emerging issues.
 - Analytical approach to interpreting market data and reports for strategic sales planning.
- Etisalat & Telecom Company** 2019-2022
SALES AND MARKETING SPECIALIST
 - Delivered expert technical support and consultancy to clients, ensuring swift and effective resolution of inquiries.
 - Streamlined request handling processes for enhanced efficiency and rapid response times.
 - Fostered strong customer relationships through consistent communication and adept problem-solving.
 - Operated within Citrix and ITS Hub environments to execute job responsibilities effectively.
 - Developed and executed innovative sales strategies, increasing customer base.
- Ghabbour Development Company** 2018-2019
INTERNAL AUDITOR
 - Conduct thorough reviews of internal processes to ensure adherence to established policies.
 - Prepare comprehensive reports detailing review outcomes, offering actionable recommendations for performance enhancement.
 - Collaborate cross-functionally to streamline processes and minimize error incidence.
 - Evaluate financial operations to ensure compliance with internal policies and external regulations.

+ EDUCATION

- Mansoura UN**
BACHELOR OF LAWS

+ LANGUAGE

English

+ LINK

LinkedIn
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