

## CV

**Ahmad Ghazolie**

**Plant & developer Manager**

**Education: Business Administration**

**Date of Birth: 01-01-1977**

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I have more than 20 years of experience in the Kingdom of Saudi Arabia in the field of ready-mix concrete.

Al Sharqiya Ready Mix Concrete Company and Al Kifah Company

In the largest companies in the eastern region “ETE .”  
For ready-mix concrete and bricks

- **Required job**  
Location: KSA  
Position: Plant manager

### **Experiences:**

#### **Rawasi Aljazeera Co.:**

I have started from December 2024 – Current  
Position: Plant manager

#### **-Almutawer ReadyMix Co.:**

I started working from: 10-15-2021 until today in the position of: Factory  
.Manager

#### **Asas Albina Co:**

I started working from: 01/11/2020 until 09-10-2021 as: Director of  
Development and Production.

**Al-Kiah ReadyMix Co.: from February 2014 to March 2019 according**

## **to positions**

- Director of Sales and Marketing: I started working in this position in February / 2014 until December / 2016.

As I was responsible for the development of sales in the eastern region through the development of the sales team and increasing the customer base.

### **Tasks and responsibilities:**

1- Establishing a sales team in the eastern region covering (Dammam-Khobar).

2- Increasing the customer base in Dammam and Khobar. 3- Increasing the collection of overdue debts through strict control over due bills in the market (reports

Aging.)

4- Training the sales team to develop their skills and improve their performance by allocating training courses in:

".Negotiation Skills, Selling Building Elements"

- Factory manager: I took over the duties of a factory manager in addition to sales from: January / 2017 to December /

according to the following ,2019

### **Tasks and responsibilities:**

1- Maintain the primary focus on business development, planning, executing and coordinating sales activities to achieve Sales and gross profit margins, sales strategy development, ensuring budget requirements,

and contribute to critical decisions as necessary.

2- Evaluate and motivate the sales team.

3- Managing relationships with key customers and negotiating customer agreements in accordance with annual operating plans

4- Provide frequent training to the team and ensure that they are properly motivated and trained to achieve the intended goals.

Maximizing revenue.

5- Gather and analyze all information related to competition and communicate it in a timely manner to management to facilitate Strategic decision making.

A- Organizing a monthly and weekly consensus with the sales team and following up the workflow according to the weekly plan and monthly

**Alisco Ready Mix Concrete Company: From February 2011 to January 2013**

Riyadh Region Sales Manager

**- ETE Eastern Company for Ready Mix Concrete from 2005 to 2011:**

- Sales Representative in the Eastern Province from 2005 to 2007 - Sales Supervisor in the Eastern Province from 2008 to January 2011

Skills:

- Strategic Sales Department
- Business Development
- Planning and execution, client development, target delivery, market penetration
- Training and development, team building, innovative
- Problem solving and analytical