



THABET A. ALSHAHRANI

Sales Project Management

ABOUT ME

Interested in Projects and Marketing and Initiatives.
born in 1995 and living in Riyadh, keen to find a job
opportunity to utilize my capabilities in order to support
and facilitate the organization's needs.

SKILLS

- COMPUTING SKILLS: MICROSOFT WINDOWS 7 / MICROSOFT OFFICE (WORD, EXCEL, POWERPOINT)
- LANGUAGE: ARABIC NATIVE - ENGLISH.
- ABILITY TO WORK INDIVIDUALLY AND COLLECTIVELY
- DEALING WITH DIFFERENT PERSONALITIES
- THE ABILITY TO DEAL WITH ANY SITUATION
- PROBLEM SOLVING ABILITY AND FLEXIBILITY
- ABILITY TO WORK UNDER PRESSURE
- THE ABILITY TO LEAD THE TEAM
- ORGANIZING AND PLANNING

INTRESTS

- INTERESTED IN MOVIES .
- DIGITAL DOCUMENTARIES AND COMICS .
- BEGINNER LANGUAGE JAPANESE .
- PROJECT MANAGEMENT.

CONTACT



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Saudi Arabia - Riyadh



PROFESSIONAL EXPERIENCE

SAUDI CERAMIC COMPANY

Jan - 2019

Sales Coordinator

- Preparing quotations, arranging them and sending them to customers
- Review quotations and customers data in flees.
- Writing reports for customers.
- Coordination with sales representatives and customers.
- Search customers to offers products and services to them.

BRAND STRATEGIST

2018 - 2019

Sales Representative

- Sales analysis & analysis the monthly average for future sales.
- Analysis the market & identify the credit risk.
- Follow-up in collection sales.
- Manage how to negotiate with customer.
- Manage the risk of cash flow.
- Understand the customer need in cash flow.
- Analysis the future of the major product of the company.
- Provide the sales department a complete analysis of the active & inactive products
- in advance.
- Introduce solutions to sell inactive product.
- Marketing the new products & export and distribute it to the market.
- Train & supervision the new sellers.
- Know the future goals of the customer in the Feld of construction & construction.
- Follow the modernization in the Saudi vision 2030 for under constructions & new
- constructions.
- Follow up with the government & civil tenders & explore their requirement.
- Develop the old product.
- Introduce new researches for a new market product.
- Analyze and investigate the competitor's strong points & introduce better products.
- Introduce solutions to the company management for customer satisfaction.
- Contact the financial department to explore the new company products.
- Provide the products menu to the potential customers.
- Provide weekly & monthly report for cash flow.

EDUCATION

King Khalid University , Jan – 2017

BUSINESS ADMINISTRATION DIPLOMA - REGULATORY