



HAFIZ AL MUBARAK

B2B Sales Manager

CONTACT

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- 🏠 Riyadh- Saudi Arabia

EDUCATION

**DIPLOMA DEGREE OF AVIATION
SCIENCES, SUDAN**

1998

LANGUAGES

- Arabic Native Language
- English Excellent Level

ABOUT

A dynamic professional with a proven record of generating and building relationships, managing projects from concept to completion and coaching individuals to success. Skilled in building cross-functional teams, demonstrating exceptional communication skills, and making critical decisions during challenges. An adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals.

CORE QUALIFICATIONS

- sales strategic development plans
- Data Analysis
- Communication (Written & Verbal)
- Project Management
- Adaptability
- Problem Solving
- Leadership
- Time Management
- Negotiation
- Microsoft Office (Word, Excel, PowerPoint)
- Demonstrated ability to work under pressure

EXPERIENCE

B2B SALES MANAGER

JollyChic KSA Aug 2018 - Present

- Establishing a wholesale department for Electronic category to grow the business unit and to achieve the sales target.
- Established proper billing and profit margins for the Wholesale market.
- Plan, direct and evaluate the operations of establishments engaged in wholesale and retail sales or of departments in such establishments.
- Develop and implement marketing strategies.

WHOLESALES MANAGER

First Electronics Jan 2016 - Jan 2018

- Study market research and trends to determine consumer demand, potential sales volumes and effect of competitors' operations on sales.
- Develop business and make business deals with existing or prospective clients.
- Assisting in store buying and merchandising teams with incentives, promotions and training as well as stock swaps, RTVs in order to maximize sales.



SALES MANAGER

BDL Jan 2012 - Jan 2016

- Build and expand the commercial sales effort to increase market penetration levels.
- Operational knowledge of wholesale, including production and support functions.
- Create specific digital plans/strategies for select retail accounts.
- Monitor the progress of assigned accounts KPIs to ensure target achievement.

WHOLESALE SUPERVISOR

Mashail Al Khaleej for electronics Aug 2003 - 2012

- Acquired new customers by actively prospecting and showing value with a positive business to business relationship.
- Monitored sales and inventory trends to forecast and maintain adequate stock levels.
- Maintain a close relationships with my portfolio clients and recommend solutions to grow the sales in the other branch or cities.