



# Saud Al-Bishi

Sales Manager



KSA - Jeddah



Saudi



29/12/1408



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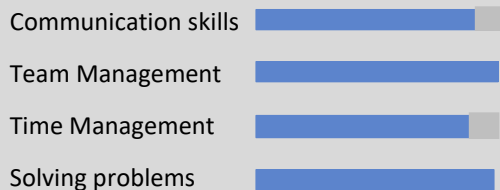


<https://www.linkedin.com/in/saud-al-bishi-/3a8b84113>

## COMPUTER SKILLS



## PERSONAL SKILLS



## LANGUAGES



## ABOUT ME

A first-class professional person with more than 5 years of experience in implementing successful sales strategies and motivating teams to achieve greater Results. Experienced in recruiting and developing employees to drive revenue across multiple sales organizations. I'm good at Design and implement effective sales strategies to improve market opportunities.

## EDUCATION

2011	<b>Diploma in Network technology</b> Global Institute of Computer Sciences Saudi Arabia - Jeddah
2010	<b>Diploma in Computer Technology</b> Information and Communication Technology College Saudi Arabia - Jeddah

## EXPERIENCE

2021 - Present	<b>SME Sales Representative - Walaa Cooperative Insurance Company</b> <ul style="list-style-type: none"><li>➤ Designing and implementing marketing strategies which assist in selling new insurance contracts or modify existing contracts.</li><li>➤ Communicating with potential customers, building strong networks of relationships, and using different marketing channels.</li><li>➤ Submitting reports to management periodically on sales procedures.</li><li>➤ Continuous review of developments in the field of insurance.</li><li>➤ Adhere to all work policies defined within the organization.</li></ul>
2/2021 - 12/2020	<b>Sales Manager - Arab Insurance Brokerage Company</b> <ul style="list-style-type: none"><li>➤ Designing special annual plans in the sales department and follow up on customer requests.</li><li>➤ Following up the work of the sales department, and making sure that they do it according to the plans and tasks.</li><li>➤ Providing advice and consultation to the employees, dealers and customers who deal with the company.</li><li>➤ Holding training courses and workshops for the sales department employees, especially the new ones so that they can understand the nature of the special work in the department.</li></ul>
3/2017 - 11/2020	<b>Customer Service Officer - Al Rajhi Takaful Cooperative Insurance Company</b> <ul style="list-style-type: none"><li>➤ Issuing documents and ending customer procedures in case of existence of claims and following-up with the insurance record and notification if close to expiry to complete the renewal procedures.</li><li>➤ Responsible for the amendments to the document (modify - add - delete - cancel).</li><li>➤ Training the new sales agents and consultants.</li></ul>

## EXPERIENCE

2/2011 - 7/2016

**Technical Support Officer in the Western Region - Gulf Union Cooperative**

**Insurance**

**(IT) - Information Technology Department:**

- As I am a technical supporter for the western region & Communicator of all branches of the western region to solve all technical problems of devices and networks.
- Providing technical support services and company staff assistant.
- Solving existing problems according to priority, in coordination with the work team.
- Developing all devices in terms of quality and the possibility of proper use.

**- Meanwhile in charge of human resources affairs and Admin affairs also.**

## COURSES

2021

- 30 courses at The Ministry of Communications and Information Technology about (COVID-19, ITIL® Foundation All-In-One Exam Guide, The Service Value Chain, The Architecture Of Computer Hardware, Systems Software, & Networking and self-development skills).

2020 - 2021

- 75 courses at Human Resources Development Fund (Doroob) about (Human Resource Management, E-Commerce, Information Security, Insurance, IELTS, Self-management, Project Management, and in some programs such as Power Point, SolidWorks, Outlook).

## TIME MANAGEMENT



- Work (50%)
- Family (20%)
- Planning (15%)
- Entertainment (9%)
- Relax (6%)
- Custom (0%)

## PROUD TO BE

**Organizer**

Creative thinking, effectiveness, productivity

**Planner**

Problem analysis, decision-making, project management, strategic planning

**I work in a team spirit**

Cooperation, goal setting and group leadership

## HOBBIES

Reading



Sports



Travelling

