

Contact Information

Email
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Address
Riyadh - Saudi Arabia

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00966582004204

Date of Birth: 13/5/1992
Nationality: Jordanian
Marital Status: Single

Education

University of Yarmouk - Jordan
Bachelor of accounting (2011-2015)

Certifications & Courses

Certified Communication Skills
Program, DALE CARNEGIE
TRAINING, (Duration 75 training
hours) May 2016

Skills

- Presentation skills
- Teamwork & Team Leadership
- Excellent communication and organizing skills
- ICDL
- Time management

Languages

Arabic: Mother Tongue
English: Good

Achievement's

Having best customer base in
BAHRA DISTRIBUTION CO.

RAED MEHDAWI

"Motivated and detail-oriented sales professional with more a six years' experience exceeding individual and team sales quotas, seeking a management position."

Seeking an opportunity to apply my advanced knowledge of sales and customer service and my experience with team-building"



Experience:

Fine Hygienic Holding

RIYADH - SAUDI ARABIA

september-2019

Currently

ACCOUNT DEVELOPER

- FMCG field experience at HORECA sector
- Build and manage key customer relationship for sustainable business growth, executing customer plans
- Manage complex negotiations with senior level executives
- achieving sales, collection and GP target's
- Researching and analyzing sales options
- preparing A quarterly forecast for the needed SKU's
- Prepare and submit performance reports for client every year
- Research potential leads from business directories, web searches, or digital resources
- Experience and working knowledge of CRM system (Oracle, Salesbuzz, Salesforce)
- Ensure adherence to legal and company policies

BAHRA DISTRIBUTION

RIYADH - SAUDI ARABIA

August-2016

august-2019

SALES & MARKETING REPRESENTATIVE

- Distribute material building
- Manage sell out from distributor to consumer
- Ensure and monitor the level of stock supply
- Develop and appropriately implement customer plan utilizing the support budget to a chive the sales target
- Assessment consumer needs and recommend the best solution
- Draw up sales contracts
- Provide product training
- Successfully create business from new and existing customer
- Participate of marketing Events.

AL HOKAIR GROUP -
STRADIVARIUS
IRBID - JORDAN

May -2014

April -2016

SALES REPRESENTATIVE

- performing routine branch and customer services duties
- Incharge assist manager
- Check Inventory shipped goods and order the shortage
- Using the Checkpoint System, which includes: Transaction data, Confirmation packing list, Employee uniforms, transfer stock between stores, Damages transfers out, Item price change