

CURRICULUM VITAE

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OBJECTIVE

Looking to build a career in Sales field, utilizing the knowledge and basics that I have obtained through my college education and various other work experiences to apply these principles and further develop my career within an established professional environment.

PERSONAL DETAILS

Nationality:	Jordanian
Religion:	Islam
Birth date:	08 August, 1989
Gender:	Male
Marital status:	Married

Education

2011 - 2015: **The world Islamic Sciences & Education University**, Amman / Jordan
Bachelor's degree, Finance and Banking

EMPLOYEMENT DETAILS

• March 2020 – present

Key Account Executive at Saudia Dairy & Foodstuff Company(SADAFCO)

1. Responsible for handling the most important accounts.
2. Managing day to day Sales.
3. Market planning.
4. Assist the credit control department in collecting customers payments.
5. Ensure customers satisfaction using the customer intimacy skills.

• December 2018 – Dec 2019we

Senior Field Sales Adviser.

I was recruited by Orange to re-join the Fiber sales team based on my previous track record of success to continue as part of their team to grow the reach and customer base.

- 1- Handle the commercial and corporate accounts
- 2- Continued to over-achieve set targets on a regular basis
- 3- Managed to increase customer churn from competitors to Orange in my areas of coverage
- 4- Provide guidance to team members to help achieve targets and continue the growth trajectory

• Dec 2016 –Dec 2018

Sales representative for orange fiber internet.

- 1- Working individually and within a team of sales professionals covering dispersed geographical areas
- 2- Focusing on new account acquisitions with specific targets for success
- 3- Over-achieving my monthly quotas on regular basis
- 4- Helping other team members attain their targets via load sharing and referrals where it's applicable

• Oct 2015 – Oct 2016

Sales representative for National Tabadul Trading Co, Riyadh, KSA.

My responsibilities within this role include the following:

- 1- Sales and distribution for the FMCG products to central area of Saudi Arabia.
- 2- Managing the day-to-day Sales pertaining to existing accounts
- 3- help in promoting the brand and approach new prospects.
- 4- Managing the accounts payable and accounts receivable based on my finance background.

TRAINING & COURSES

March 2015 – September 2015

Arab Bank (Customer Service Trainee)

March 2008

The University of Jordan

Intensive Graphic Design Course

Skills:

- Strong interpersonal and communication skills
- Capable of working independently and as a team member
- Able to work under pressure and stressful conditions
- Willing and able to extend personal development through taking further trainings and development programs
- Fast learner

Languages:

	<i>Speaking</i>	<i>Writing</i>	<i>Listening</i>
❖ <i>Arabic (mother tongue)</i>	Expert	Expert	Expert
❖ <i>English *</i>	Basic	good	good