

Hasan Alwaily

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Executive Summary

Sales and Marketing Expert with 8 Years of Experience

(Key Strengths: Effective Communication and Persuasion Skills, Deep Market and Competitor Knowledge, Flexibility and Adaptability, Relationship and Network Management, Analytics and Commercial Acumen)

Highlights

- Increased the company's profits by over 200% over the past 3 years.
 - Built a large customer base and enhanced their loyalty to the company.
 - Promoted to the position of supervisor for the new employee training program at the company.
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Professional Experience

Gulf factory, Jeddah

Sales representative

05/2018-Present

In sales and marketing, I developed and managed strong client relationships, presented products effectively to attract new and retain existing customers, negotiated terms, coordinated with other departments, analyzed market trends, and provided strategic recommendations. I also identified competitor weaknesses and leveraged them to improve the company's market position.

Al-Atheer Cooperative, Jeddah

Sales representative

03/2016-04/2018

At Al-Atheer, I was a Wholesale & Retail Sales Rep, responsible for customer relationships, product presentations, pricing negotiations, delivery coordination, market trend analysis, and sales team collaboration to achieve targets.

International book fair, Jeddah

Book seller

12/2015

As a book seller, I handled online orders, purchased books, arranged shipments, and assisted with book displays and sales team efforts to meet targets.

Education

Bachelor's Degree in Business Administration, Graduation Year (2024)

Imam Mohammed Ibn Saud University, Riyadh