

**Mazen
Hoblos**

**I Sales
executive**

Kingdom of Saudi Arabia

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Born: 15/02/1989

PERSONAL STATEMENT

A dynamic, creative and innovative sales executive with a track record of successfully managing and growing accounts, as well as sales targets. A proven closer with a history of developing new Business pipelines and delivering quota smashing sales results. Fiercely competitive in the approach to winning business, and can manage accounts from a strategic and tactical perspective. Persistent in drive for improvement, and can plan and organize account workloads whilst still being flexible enough to prioritize tasks.

AREAS OF EXPERTISE

SALES

- Previous success in delivering sales growth in a contracting environment.
- Ability to build relationships with key customers, sales agents, and Joint Venture partners.
- Recognizing viable business opportunities.
- Market/product knowledge and awareness of competitors.
- A strong, confident negotiator, sympathetic to a Customer's needs whilst at the same time able to support the business goals of a company.

PERSONAL

- Able to work under specified and agreed time constraints.
- Able to resolve difficult situations.
- Comfortable working in a highly autonomous environment.

CAREER HISTORY

Medicals & paramedical company – Lebanon

Paramedical & Pharmacy Sales

September 2009- October 2014

- Regional Sales and medical Distributor.
- Indoor & outdoor sales.
- Provide new Products over Pharma plus Software to the customers.

AlMunif Pipes – Saudi Arabia Riyadh-Jeddah
Sales executive

March 2015 – Present

- Develop and manage new and existing clients by providing high caliber of service, explore and identify all their needs.
- Approach new businesses with proposals.
- Manage and maintain sales / clients database.
- Establish & maintain efficient relationship with new and existing clients
- Generate new business opportunities in assigned territory / channel
- Create proposals for target clients with relevant info and quotes
- Manage clients' / projects' receivables and cash collections in light of preset financial.
- Ensure clients have positive experience by communicating effectively pre and post deal process
- Oversee and manage corporate sales executives to achieve set targets

ACADEMIC QUALIFICATIONS

Bachelor in Business Marketing

ULF 2011- 2013

Master of Business Administration

ULF 2014-2015

Language.

English: good

French: good

Arabic: fluent

REFERENCES – Available on request