

Abedelrahman Al Ghazal

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Results-oriented sales professional with 10 years of experience in achieving sales excellence and cultivating robust business relationships. Skilled as a Sales Representative, adept at using consultative approaches to fulfill client needs effectively. Also experienced as a Warehouse Keeper, where I honed my abilities in inventory management, logistics optimization, and enhancing operational workflows. Dedicated to fostering business growth through teamwork, strategic and insights.

Experience

Warehouse Keeper | Fabric aid, Mkalles | Jan 2025 – Present

- **Inventory Management:** Oversaw the organization and accuracy of inventory, ensuring timely receipt, storage, and dispatch of goods.
- **Operational Efficiency:** Implemented processes to streamline warehouse operations, enhancing productivity and reducing errors.
- **Safety Compliance:** Maintained a safe working environment by adhering to safety standards and conducting regular inspections.
- **Team Collaboration:** Worked closely with team members to coordinate tasks and improve workflow, fostering a collaborative atmosphere.

Sales Representative | Spinneys, Saida | Oct 2013 – Apr 2024

- **Boosting Membership:** Collaborated with the General Manager to implement strategies that led to a 46% rise in membership sales.
- **Strengthening Customer Connections:** Developed strong relationships with members based on trust and respect, improving overall satisfaction and loyalty.
- **Creating Marketing Initiatives:** Established an effective communication and marketing plan that aided in retaining current members and attracting new clientele.
- **Promotional Activities:** Organized and participated in events to highlight the club, conducted tours for potential members, and managed social media to align with the club's goals.

Education and Courses

- Bachelor's in Business accounting and administration, Lebanese international University, Lebanon | Sep 2017 – May 2021
Graduated magna cum laude.
- Accounting and data entry | Practice Lebanese Academy | Jan 2020

Skills

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| • MS office suite | • Customer service | • Analysis research |
| • Communication skills | • Time management | • Advanced sales strategies |
| • Work under pressure | • Ability to work in team | • Drive and determination |

Languages

Arabic: Native | English: Very good