

# Ahmed Kassem Ali

Jeddah • Kingdom of Saudi Arabia

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**Summary** Dedicated sales account responsible / company representative at FDC one of the leading FMCG (ULKER, Deli, Red Bull, Aptamil, Pomi, Rio Mare, GSK products) Pharmaceutical (Merck, Pfizer, and SAJA) importer, marketer, and distributor in Lebanon. Utilizes superior communication, presentation, and time management skills to achieve maximum sales and high-level customer loyalty.

**Education** **Bachelor Degree of Accounting**  
Islamic University of Lebanon  
Graduated 2016

**SKILLS**

- Supplier relations
- Sales account management
- Product and service demonstration
- Pre & Post sales customer service
- Microsoft (Outlook, Excel, Word, PowerPoint)
- Business Development

## Languages

**Arabic:** Native Language

**English:** Advanced

**Experience-1** **Muheel Services LLC – Pest Control Division**  
Senior Sales Consultant (May 2022 till present)

### Core activities:

- Manages sales finances: Budgets new sales, tracks costs, reconciles accounts, and calculates commissions.
- Generates reports and forecasts: Prepares sales reports, forecasts, and tracks contract status and invoices, in and excel workbook analysis.
- Supports sales activities: Creates quotes, handles contract renewals, and organizes data for the sales team.
- Leads sales strategy: Presents to management, analyzes pipelines, and sets sales targets.
- Ensures customer satisfaction: Tracks post-sale performance.

**Experience-2** **Rentokil Boecker International**  
Sales Executive (September 2021 till April 2022)

### Core activities:

- Crafting custom plans: Designing unique solutions for each client's pest control needs.
- Offering fair pricing: Setting accurate prices for both services and contracts.
- Ensuring efficient paperwork: Completing all documentation accurately and on time.
- Achieving sales targets: Meeting established goals for pest prevention services.
- Providing top-notch customer service: Resolving billing issues and handling contract terminations promptly.

**Experience-3****Food and Drugs Corporation SAL**

Key Account Manager (June 2020 till August 2021)

**Core activities:**

- Manages government relations: Coordinates with various government institutions, especially the Ministry of Health and Finance.
- Handles government tenders: Oversees bidding processes for government contracts.
- Processes healthcare invoices: Prepares and delivers documentation related to invoices for healthcare services (FDC) to government institutions.
- Tracks document delivery: Ensures timely delivery and follows up with relevant departments within these institutions.
- Maintains government records: Organizes files for each institution and related documents.

**Experience-4****Food and Drugs Corporation SAL**

Billing Officer (November 2016 till May 2020)

**Core activities:**

- Manages product flow: Processes returns, controls quantities and discounts, and ensures on-time order fulfillment.
- Tracks inventory: Monitors stock levels, expiry dates, and trade loader activity.
- Prepares documentation: Handles invoices, reports, and other documents for various stages of the sales process.
- Maintains stock accuracy: Tracks cash van inventory and ensures overall stock control.

**Experience-5****Azadea Group / Stradivarius Shop**

Stock keeper (July 2012 to February 2015)

**Core activities:**

- Receives and tracks stock: Handles incoming items, maintains inventory data, and conducts stock counts for accuracy.
- Investigates discrepancies: Identifies and resolves any issues between received and expected stock.
- Supports logistics: Assists with loading, shipping, and ensuring stock availability.

**Experience-6****The Sultan Center Retail Lebanon SAL**

Cashier (March 2011 to May 2012)

**Core activities:**

- Processing transactions: Scans items, collects payments, and issues receipts.
- Assisting customers: Resolves inquiries, offers guidance, and answers questions.
- Handling payments: Accepts various payment methods.
- Managing cash drawer: Maintains accurate cash handling procedures.