



Faris Alahmad

Software Developer

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Professional Experience

Ennkar

Loan Officer | Orange | 04/2020 - 06/2023

- Operated in a high-pressure sales environment specializing in reverse mortgages for seniors aged 62+
- Educated clients on loan refinancing options, maintaining a patient and informative approach despite remote work challenges due to COVID-19.
- Conducted primarily phone-based business during COVID, demonstrating patience to achieve success.

BMW of Buena Park

Client Advisor | Buena Park | 12/2018 - 12/2019

- Provided expert guidance to customers in selecting vehicles, leveraging knowledge of the automotive market from previous experience to enhance customer satisfaction.
- Successfully achieved a high rate of sales conversions through personalized service and effective communication, resulting in a monthly sales increase averaging 17-20% over the year.
- Collaborated with the sales team to exceed monthly sales goals, contributing to overall dealership success.

Autonation Toyota Buena Park

Sales Consultant | Buena Park | 02/2018 - 01/2019

- Assisted customers in finding the right new or used vehicles, resulting in an average 10-15% increase month-to-month sales in the duration of a year.
- Established enduring relationships with clients, effectively securing their loyalty after successful conversions & retained this valuable client base through seamless transitions between different dealerships.
- Worked effectively across both floor sales and the eCommerce department, consistently meeting sales targets.

AlMokhtar Hookah Lounge

Manager & Server | Anaheim | 07/2014 - 05/2018

- Maintained a safe working environment for the workforce of 2-3 employees, managed the operations from finances to event planning, and social media marketing
- Ensured customer satisfaction at a maximum, which continually led to

Technical Skills

- Management
- Client Relations
- Customer Service
- Software Development
- Sales Expert
- Social Media Marketeer
- Prompt Engineering
- Data Analysis
- Financial Services
- Credit Analysis
- Database Management

Education

- Cypress College
- Coding Dojo

Certifications

- Full Stack Developer
- NMLS
- Sales License

Languages

- English
- Arabic