



EMAD MUSTAFA NAJI

Key Account Manager

Because I constantly want to be at the top of my profession, I always want the company I work for to stand out and be successful.

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📍 Alkhobar, Saudi Arabia

📅 12-04-1985

🇯🇴 Jordanian



Work Experience

Albena AL Satea company

2016 to Present

Key Account Manager

My Tasks

- ★ Develop working relationships for existing accounts In the company.
- ★ Work on finding new accounts to increase sales volume.
- ★ Preparing a schedule for visiting customers and quote prices and reports.
- ★ Handling incoming calls, inquiries and messages from clients.
- ★ Meeting customers' needs, solving their problems, and always winning customer satisfaction.
- ★ Writing reports on work periodically for management.
- Supervising and managing the company's social media accounts.

My Achievements

- ◆ Maintaining customers and increasing the company's customers.
- ◆ Well-known and big names clients join the company's for our customers.
- ◆ Opening new departments in the company.
- ◆ Developing the company and increasing sales.
- ◆ Increase customer satisfaction with the company's services.
- ◆ I have trained the whole team on the way of marketing and dealing with customers.

Mobiley Company

2014 to 2016

Sales Represent

- ★ Worked as a sales representative in the marketing of Mobile Packages and got the first place in sales at the level of the eastern region in Saudi Arabia.



Skills

- ★ I have experience in digital marketing Social media ads search Google.
- ★ I am diplomatic and flexible in contact and dealing with customers.
- ★ I have big name customers in all Saudi Arabia in restaurant, hotels, hospitals and big companies.
- ★ I can travel in all cities in Saudi Arabia Or international in favour of the company.-
- ★ Can study the market and develop a marketing plan.
- ★ Skilled in using Computers.



Education

Digital Marketing Course 2020

Google Ads Search Course 2023

English Lanuage Course 2018
Berlitz - Khobar, Saudi Arabia

Bachlor of Law 2004-2009
Al Najah University Palestine.

Marketing Training Course 2008
Al Najah University Palestine.

Communication Skills Training 2007
Al Najah University Palestine.



Business Skills

Leadership



Strategic Planning



Bussiness Process Improvement



Communication Skills



Software Skills

Microsoft Office



ERP System



Emails & Internet



Language Skills

Arabic



English

