

Mr. GHAITH ZIDI

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➤ Profile:

- A highly focused and competitor Division Manager with six years' experience in leader company of retail environment and six years' experience in sales and marketing in Multinational company with international brands
- Excellent communication skills at all levels sales and marketing strategies and experienced in developing customer relationships.
- Proven general management abilities include recruiting and training staff.
- Leading from the front, I'm currently managing 4 international brands in construction market field developing and motivating team of supervisors and sales promoters and Technicians to consistently over-achieve on targets.
- Strong, solid background in purchasing and supply chain management
- High Level & essential working experience in KSA Market under top rated brand and well-known companies (Retail & Construction Field).

➤ Achievements:

- Achieved over 116% of Business sales target yearly basics.
- Achieved 4 business quarters in two years in succession.
- Built in Company into Market in successful and competitor brand in two years
- A commercial understanding of the retail industry
- Built up a various clients portfolio in Saudi Market in all Field
- Qualifications and approvals from top 10 Saudi government such us MOH / MOE / MOD / KAP / PSMC / STC / SCECO ...

➤ Career History:

- **AL ZAMIL for Industry, Trade and Transport – KSA (March 2017).**
 - **Division Manager:**
 - a marketing and HR person, a PR person and a sales person all wrapped up with great communication skills and the ability to motivate and excite your store personnel.
 - Lead by example to coach staff to drive sales, maximize merchandising opportunities, reduce stock loss and maintain cost controls.
 - Conduct marketing studies, research and analyses to identify customer profiles

- **LEADING AGENT COMPANY Trading –KSA (Jan 2011 → Feb 2017).**
 - **Marketing Executive Manager:**
 - Managing a fast-paced Field Company providing an excellent customer service experience to all customers.
 - Recruit, train, motivate and develop all new brand personnel on the brand to meet the initial startup of the business
 - Maintaining excellent working relationships with the brand principals at all levels.
 - Maximize productivity by identifying training needs & requirements
- **ALSHAYA INTERNATIONAL TRADING Co–KSA (Sep 2006 → Dec 2010).**
 - **Sales Manager:**
 - Manage all aspects of the retails store operations
 - Sales reports and weekly marketing planning
 - 3 S (sales, staff & Stock) and SWOT analyses reports
 - Events and promotions sales
 - create and maintain Local Store Marketing (LSM) activity calendars

➤ **Skills:**

- 6 Years retail management experience.
- 6 Years marketing & development experience.
- Excellent communication skills
- Extensive leadership, decision making.
- Planning & organizing and relationship building skills.
- High level of market awareness, analytical ability.
- Decision making, strategic thinking, teamwork & leadership.
- Trilingual (Arabic & French & English).
- Driving License.
- Transferable Iqama

➤ **Education:**

- TUNISIA, Tunis 2003 – 2004
 - University Diploma Holder in Marketing Management
- TUNISIA, Tunis 2000 – 2002
 - University Diploma Holder in Business administration
- TUNISIA, Tunis 1999 – 2000
 - Bachelor's Degrees Computer Science Section

➤ **Personal details:**

- Date of Birth: 03 June 1981
- Marital Status: Married
- Nationality: Tunisian