



CONTACT

+973 33175724
alialkhayat44@gmail.com

QUALIFICATIONS

- 2014: Bachelor of in Business Informatics, AMA International University.
- 2009: Secondary Certificate - (Commercial), Ahmed Al Omran Secondary School.

KEY STRENGTHS

Interpersonal :

- Independent but social, flexible challenging spirit.
- Good communication skills & high observation.
- Ability to work under pressure & Dynamic situation.
- Self starter with ability to handle multiple projects.
- Ability to deal with various levels of management.

Languages: Very good command of spoken and written Arabic, English.

Computer: Microsoft office program packages including worksheets of excel, word processing with MS word, power point presentation, and Internet Explorer.

Ali AlKhayat

ABOUT

I am a University graduate seeking a position that will allow me to use my Bachelor of Business Informatics, strong interpersonal skills as well as my eagerness to contribute to the company. Moreover, I would like to work in a professional and active environment where I can apply what I taught at the University to progress and develop within my job.

WORK EXPERIENCE

Salesperson

MIRA Packaging Factory | May 2018 – Present

- Generating orders for the company's disposable packaging products from the allocated sales regions.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions, product portfolios options etc.
- Maintains relationships with clients by providing support information and guidance on MiRA's updated product portfolio.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information (i.e. on market prices on comparative products or competitor activities).

Salesperson

Adidas | January 2017 – April 2018

- Greet customers, offer assistance and serve them in order to ensure their needs are answered in a timely manner and in compliance with quality and customer service standards
- Advises customers by providing information on products.
- Helps customer make selections by building customer confidence; offering suggestions and opinions.
- Achieve agreed upon sales targets and outcomes within schedule.
- Processes payments by totaling purchases; processing cash and credit cards.
- Manage returns of products.
- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges.
- Inform customers about discounts and special offers.
- Inventory stock and requisition new stock.
- Provide customer feedback to the Store Manager.
- Arrange and replenish on a continuous basis the shop shelves and ensure that the shop floor and shelves are kept clean and tidy at all times
- Inform Department Manager of unavailable and nonperforming products.



Salesman

Al-Hawaj Group | December 2016

- Greet customers as they enter and offer assistance.
- Accompany customers to required aisles.
- Provide advice on different products.
- Assist customers in making selections.
- Demonstrate product features to facilitate decision making.
- Close sales and assist customers through the payment procedure.