

# AL JOHARA ABDULLAH ALKAHLAN

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## OBJECTIVE

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

## EDUCATION

SEPTEMBER 2018

**BACHELOR IN BUSINESS ADMINISTRATION,**

IMAM ABDULRAHMAN BIN FAISAL UNIVERSITY

## EXPERIENCE

AUGUST 2021 – PRESENT

**CUSTOMER DATA MANAGEMENT ANALYST,** ALJOMAIH BEVERAGES COMPANY (PEPSICO)

### HIGHLIGHTS

Mass VAT\TIN update for GAZT E-invoicing project.

### CMF Management

- Prepares and updates the customers' CMF, routes and assets data and ensures the accuracy after gaining the required approvals to update the record in the CMF/Siebel.
- Implements outlet segmentation & classification project and reflecting its impact on the sales call frequency.
- Creates CMF new records as per the sales notification.
- Generates periodical reports to the CMF Executive.
- Conducting data cleansing on a regular basis to assure data accuracy.

### GPS & Fleet Tracking System:

- Ensures that all the customers have valid and accurate Geocode to have a proper reading through Matched Visits.
- Reports any violation to the CMF Executive on company cars usage (Over speed, Seat belt..etc.)
- Creating maps to track the customers easily.
- Planning \ assigning the routing.
- Highlights the not-tracked assets with all sales managers & supervisors and set a clear plan to track them regularly as per each outlet's call plan.

**DECEMBER 2018 – JULY 2021**

**SALES COORDINATOR**

ALJOMAIH BEVERAGES COMPANY (PEPSICO)

- Running daily, weekly, monthly reports.
- Setting sales team monthly target.
- Assisting the team in achieving sales target.
- Working closely with business transformation department to manage customer data.

**COURSES**

- Lean Six Sigma (Yellow Belt) University Of Oxford.
- Analyze & Prioritize Opportunities.
- Align Recourses.
- Excusing Winning Sales Plan.

**SKILLS**

- Communication Skills
- Teamwork
- Data Analysis
- Flexibility
- Time Management

**COMPUTER PROGRAMS EXPERIENCED WITH**

- Siebel CRM
- Oracle Business Intelligence
- Microsoft Office 2016

LINKEDIN

