



DANIA.OBEID78@GMAIL.COM



00966569662346



DANIA EL OBEID

SAUDI

Dania Al Obeid

DAMMAM, SAUDI ARABIA

CORE COMPETENCIES:

Leadership, Creativity, Positive Attitude, Customer Focused, Selling, Coaching, and Training

ABOUT DANIA :

1-+18 years' experience in Skilled all areas of beauty marketing and sales.

Helping other staff to improve their sales skills and marketing.

2- Determine the ability to ensure effective and profitable operation of international companies to improve my employers' sales.

3- Team player within my co-worker and my superior Help to Train & Coach all new employees who join the company as regular or on special assignment to improve their skills and knowledge of marketing.

Qualifications:

High School Diploma, Eighth High School, Dammam, Saudi Arabia (1997)

Certificate of Attendance (TOT) 15 – 19 November ,2015, Riyadh - Saudi Arabia

LANGUAGES:

Arabic (Fluently)

English

MANAGING DIRECTOR, ALFAKHAMA BEAUTY SALONS CO., DAMMAM, SAUDI ARABIA/ 2004 TO 2014

RESPONSIBILITIES:

- Administrative, Marketing our products and team leading activities.
- Actively taking part in the hiring procedure of the new Beauticians Artists by finding potential applicants and checking their abilities through Make-up interviews
- Delivery of the core educational initiatives primarily to Salon Artists and help to develop, instruct, educate and demonstrate the company values, product knowledge, make-up theory and technique. The Total “Alfakhama” Service Experience by Introduction Trainings and In Salon Support.

COACH AND TRAINER IN AIMS TRAINING & CONSULTING LTD. RIYADH, SAUDI ARABIA/ 2014 TO 2016

- Delivered presentation to different staff from other famous banks and telecommunication entities in KSA mainly about leadership and how to market for specific item.
- My presentation delivery and trainee include how to reach a target and how to deal with different personalities.

MANAGING DIRECTOR AND RETAIL PERSONAL OF THE GLOBAL BRAND (PRONOVAS) KHOBAR BRANCH, SAUDI ARABIA/ 2017 TO 2018

- Managed with full responsibility of the boutique and performed other exhibition related to the showroom.
- Improved and developed the sales technique with the help of my coworker

SENIOR MARKETING PERSONAL HYDRO FARM DAMMAM, SAUDI ARABIA/ 2018 TO 2019

- Director of the Marketing the new product of the Hydro Farm to the community, as a new product in the country.
- Setup retail aims and sales strategies to introduce the new item in the market.

SALES MANAGER DEBENHAMS STORE DAMMAM, SAUDI ARABIA/ 2019 TO 2022 PRESENT

- Manage to aim sales targets by successfully managing the sales team
- Designed and implemented strategic business plan expanding company’s customer’s base
- Coach and perform monitoring of sales representatives
- Build and promote strong long-lasting customer relationship by understanding their needs

- Present sales, revenue, and expenses reports and realistic forecasts to management
- Identify emerging markets and market shifts, as being fully aware of new products and competitors
- Team player with every store member

SALES TEAM LEADER MOTORS GATE COMPANY DAMMAM, SAUDI ARABIA/ 2022 TO PRESENT

- Train new staff members on company policies and procedures
- Provide regular feedback to each member of the sales team on their performance
- Coaching team members on effective sales techniques and methods for increasing revenue
- Provide feedback to management regarding potential hires to ensure they are good fit with the company mission
- Coordinating with marketing teams to promote new products and services to existing clients
- set goals and objectives for each team member and provide regular feedback to help them improve performance
- Daily sales report sent to management
- Manage the targets by successfully managing the sales team

PROFESSIONAL SKILLS

- Analyze & Solve Problems
- Foster Teamwork
- Influence Others
- Plan & Organize Work
- Practice Self-development
- Targeting my marketing and sales goals within the employers' requirements
- Hire the best suitable personal with great attitude
- Successful Introduction Trainings, and team building actions