

# Abdulrahman Abdallah

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## SUMMARY

Highly motivated and results-oriented Business and Finance graduate with hands-on experience in financial analysis, customer service, and sales. Adept at conducting financial assessments, optimizing business operations, and fostering client relationships. A quick learner with excellent communication and problem-solving skills, consistently exceeding sales targets and contributing to team success.

## SKILLS

Customer Service | Sales and Marketing | Microsoft Excel | Financial analysis | Financial reporting | Communication | Attention to details | Research and analytical skills | Independent & Teamwork | Adaptability | Billing & Cashier

## WORK EXPERIENCE

PWG Group

Dubai

*Sales Agent*

*Jan 2024 - Feb 2024*

- Provided clients with customized immigration solutions by clearly communicating procedures and emphasizing service value.
- Streamlined documentation processes, ensuring accuracy and timely completion for a seamless client experience.
- Delivered outstanding customer service, building trust and ensuring client satisfaction throughout the immigration process.
- Proactively improved skills through ongoing sales training and collaborative teamwork, contributing to individual growth and team achievements.

House of Custom

Dubai

*Finance Intern*

*Oct 2023 - Dec 2023*

Proactively utilized strong networking and relationship-building skills to identify and engage potential investors and strategic partners. Through targeted outreach and persuasive communication, I played a key role in securing vital funding that directly contributed to the company's expansion and long-term success.

Threads ME

Dubai

*Sales - Customer Service*

*Jul 2023 - Oct 2023*

- Achieved sales targets by implementing effective sales and marketing techniques such as upselling and cross-selling, contributing to significant revenue growth and consistent monthly sales objectives.
- Delivered tailored customer support by leveraging strong interpersonal and communication skills to accurately assess client needs and recommend optimal product solutions, resulting in enhanced sales performance and elevated customer satisfaction levels.
- Demonstrated a proactive approach to resolving customer inquiries and concerns, ensuring a seamless and positive shopping experience while cultivating long-term customer loyalty and retention.

## PROJECT EXPERIENCE

Liverpool John Moores University

*Financial Analysis*

- Conducted in-depth financial assessments, including budgeting, forecasting, and profitability analysis, to support strategic decision-making.
- Evaluated key financial metrics, identified cost-saving opportunities, and provided actionable recommendations to optimize project outcomes.
- Successfully demonstrated analytical and problem-solving skills, contributing to the project's overall success.

## EDUCATION

Liverpool John Moores University

Liverpool, England

*BSc (Hons) in Business Management with Finance*

*Graduation Date: 2024*

Pearson BTEC Higher National Diploma in Business (Accounting & Finance)

Sharjah, UAE

*Graduation Date: 2023*

**LANGUAGES:** English | Arabic