



Suliman ALAhmad (Salesman)

📍 **Home** : Deira, Dubai, United Arab Emirates

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Date of birth: 08/10/1987 **Nationality**: Syrian

ABOUT ME

A creative Salesman with a proven track record of success in the sales field. I excel at bridging the gap between technical complexities and client needs. My expertise includes conducting compelling product demonstrations, and collaborating seamlessly with cross-functional teams. With a keen understanding of sale technique, I have consistently exceeded sales targets, contributing to increase the revenue for my previous employers. Known for my ability to build strong client relationships and deliver exceptional customer satisfaction.

WORK EXPERIENCE

[20/02/2024 – 22/06/2024]

Math Company

Sales Officer

City: Dubai | **Country**: United Arab Emirates

- Identify and target potential customers.
- Generate leads through various channels such as referrals, networking, and cold calling.
- Promote and sell a range of banking products and services, including savings accounts, credit cards, loans, insurance, and investment products.
- Provide product information and demonstrations to potential customers.
- Build and maintain strong relationships with existing customers.
- Achieve individual and team sales targets and goals.
- Participate in marketing campaigns, events, and promotions to boost sales.

[15/02/2021 – 20/01/2024]

Assisyant manager of Lending Department

Al Barakah Bank

City: Damascus | **Country**: Syria

- Managing a team of loan officers.
- Reporting on lending activities and performance to senior management.
- Responsible for granting personal and mortgage loans.
- Responsible for overseeing and managing lending operations for micro, small, medium and investment projects.
- Reviewing loan applications and making lending decisions.
- Credit Risk Assessment.
- Customer service.

[01/04/2018 – 05/02/2021]

Salesman

Diadora Clothing Agency

City: Damascus | **Country**: Syria

- Create and deliver compelling sales presentations to showcase the unique features and benefits of the clothing lines.
- Build and maintain strong relationships with clients to foster loyalty and repeat business.
- Address client inquiries, concerns, and requests promptly and professionally.
- Generate regular sales reports to track performance and provide insights for improvement.
- Represent the agency at trade shows, fashion events, and exhibitions.

- Showcase new collections and network with potential clients and industry professionals.
- Collaborate with marketing teams to plan and execute promotional activities for the clothing lines.
- Develop marketing materials and campaigns to increase brand awareness.
- Attend fashion shows, seminars, and industry events to enhance knowledge and skills.

[01/02/2014 – 10/03/2018]

Cosmetics and perfume specialised seller

kasion mall

City: Damascus | **Country:** Syria

- Provide excellent customer service by assisting customers in choosing the right fragrance based on their preferences, skin type, and occasions.
- Offer samples for customers to test and experience the scents before making a purchase.
- Offer makeup application services to customers, showcasing the application of various cosmetics.
- Conduct product demonstrations, especially for new releases or featured items.
- Assist customers in selecting perfumes based on their preferences, occasions, and personal style.
- Educate customers about fragrance notes and families.
- Provide exceptional customer service by addressing inquiries, offering assistance, and ensuring a positive shopping experience.
- Handle customer complaints or concerns professionally and effectively.

EDUCATION AND TRAINING

[2008 – 2013]

Faculty Of Economic & Business Adminstration

Damascus University

City: Damascus | **Country:** Syria |

LANGUAGE SKILLS

Mother tongue(s): Arabic **Other language(s):** English

DIGITAL SKILLS

My Digital Skills

Microsoft Office package: Microsoft Word, Excel, PowerPoint, Access

COMMUNICATION AND INTERPERSONAL SKILLS

Skills

Sales Skills , Negotiation Skills ,Product Knowledge ,Adaptability ,Resilience and Persistence ,Technology Proficiency ,Responsible ,Time management ,Self confidence ,Organizer ,Work under pressure ,Teamwork ,Critical thinking ,Problem solving , Attention to detail and quality

VOLUNTEERING

Volunteer Syria

- Volunteer in charities to help distressed and poor families.
- Volunteer at the Syrian Arab Red Crescent Humanitarian assistance to the wounded and refugees.
- Volunteer in hygiene and cultural awareness campaigns.