

# WAIL AL HAMMADI



## CONTACTS

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United Arab Emirates, Dubai,  
United Arab Emirates



## SKILLS

Sales Expertise



Leader SHIP



Business Acumen



Customer Service Skills



Time Management



Training & development



Technical Expertise



Report & Communication skills



Adaptability & Flexibility



Excellent troubleshooting  
skills



## LANGUAGES

Arabic



English



## DRIVING LICENSE

## ABOUT ME

A hard-working, knowledgeable and target-oriented Sales Manager with 9 years experience in sales. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales. Strong organisational and time management ability; skilled in planning, scheduling and meeting deadlines. Driven to succeed; a valuable addition to a forward-thinking company with strong opportunities for progression.

## WORK EXPERIENCE

**Sales Manager - GTS (Government & Trade Services), Intertek International Limited (Dubai Branch) / Dubai, UAE**

Aug 2021 - May 2023

- Successfully retain clients and proposes plan to expand customer customer base and increase customer retention.
- Researched competition and developed strategies to stand out against competitors.
- Collaborates with the team's performance and provides team morale and motivation.
- Monitors result to share with the team to discuss future approach.

**Sales Manager - Heavy House Hold, Majid Al Futtaim Retail - Carrefour / Dubai, UAE**

Jun 2016 - Jul 2021

- Maintain, organize and control the resources required to satisfy customer, achieve targets and develop team.
- Analyze the variables and establish the contacts with the environment to reinforce competitive image.
- Fulfill permanent responsibilities in terms of assets, merchandise, HR and finance.

**Sales Supervisor , Majid Al Futtaim Retail - Carrefour / Dubai, UAE**

Apr 2014 - Oct 2016

- Control the duty of the team and their attendance to be sure that they are available in the selling area.
- Plan monthly target and give each team member their monthly & daily targets.
- Plan for the promotions and activities e.g. (Purchase, Sales and stock level).

**Finance Assistant , EL Shennawy Trading FZE / Dubai, UAE**

Oct 2010 - Sep 2011

- Prepares and process purchase order, invoices, cheque requests and payments.
- Update financial spreadsheets with daily transactions.
- Record accounts payable and accounts receivable.

Driving license category

Holder of UAE Driving License

PERSONAL  
DETAILS

Date of birth

01/January/1987

Nationality

Yemeni

Marital status

Married

Assistant Sales Manager , Smart-net for Information Technology / Sana'a - Yemen  
Mar 2007 - Feb 2008

- Effectively handling customer complaints, and assisting with the recruitment of sales staff.
- Delegate tasks to the sales staff in the absence of the Sales Manager.

EDUCATION

Bachelor Of Computer Science In Network Security, • American University in the  
Emirates , Dubai  
2014

Associate Of Computer Information Technology Concentrating In Network  
Administration & Security, • American University in the Emirates , Dubai  
2011