

CONTACT INFORMATION:

Name : Osama Qasim Shanaah
Nationality : Jordanian
Religion : Muslim
Birth Day : 18-Sep-1993
Marital Status : Married
Mobile no : +966500068740
Iqama statues: Transferable
Email : osamashanaah43@gmail.com

Career Objective & Vision

To earn a position in an organization that provides me an opportunity to exercise my judgmental capabilities, to show my managerial skills and leadership, to think creatively, to develop purposeful innovative efforts in the organization, and to develop my own individual career standard that reflects my identity.

Educational Qualification

- Higher Secondary Examination from Hi Massom Secondary School (Class XII). (2011)

Professional Qualification & Experience

- ❖ **Coasts petroleum product company (July 2023 – present) Sales Specialist.**
Dammam, Saudi Arabia
 - Conducted thorough research to understand the product's market in KSA, identify target industries, Customer needs & Competitive positioning
 - Lead the communication and public relations strategy to elevate brand visibility and reputation for Clients.
 - Developed and maintained a communication strategy that supported the company's & client's goals and growth objectives
 - Preparing Daily and monthly report for Management
 - Maintaining accurate administrative records.
 - Handling all kinds of sales and marketing.
 - Convince client with our products and services.
- ❖ **Al- Majara Company (September 2022 – July2023) Sales representative.**
Riyadh, Saudi Arabia
 - Ensure all objectives achieved
 - Preparing Daily and monthly report for Management
 - Developing and nurturing customer relationships.
 - Maintaining accurate administrative records.
 - Handling all kinds of sales and marketing.
 - Convince client with our products and services.

❖ **Kasih food production Company (Jun 20217 – Jan 2021) sales representative.**
Amman, Jordan

- Ensure all objectives achieved
- Preparing Daily and monthly report for Management
- Developing and nurturing customer relationships.
- Maintaining accurate administrative records.
- Handling all kinds of sales and marketing.
- Convince client with our products and services.

Skills/Qualifications: Customer Service, Meeting Sales Goals, Closing Skills, Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales.

Software Skill

- **Basic Computer Skills**
- **Microsoft Office package**

Area of Interest

- **Sales Management**
- **Business Development**
- **Procurements**

Competencies

- **Strong Communication and Interpersonal Skills**
- **Self –motivated, flexible and adaptable**
- **Ability to work under great pressures.**
- **Good Communication and Time Management skills**
- **Ability to maintain confidential information**
- **Focused in achieving goals**
- **Open minded and cooperative**
- **Committed to deadlines and schedules**