

ABDELRAHMAN DORGHAM

CEO - MARKETING & SALES MANAGER

Strategic leader with strong communication and negotiation skills.

Results-oriented professional with a focus on building high-performance teams.

Innovative thinker with a passion for driving business transformation and success.

Experienced executive with a proven track record of driving company growth and profitability.

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🏠 Riyadh - KSA

SKILLS

financial analysis negotiation skills

client relationship management

team leadership communication operations management

administration

strategic leadership

data analysis

team management

lead qualification

identifying new opportunities

supplier relationship management

business relationship management

budgeting & forecasting

problem solving

inventory management

analytical skills

problem solving

strategic thinking

analytical skills

strategic thinking

sales target management

power transmission co. projects sales manager

LANGUAGES

English - Arabic

Native

EXPERIENCE

SALES MANAGER

Power Transmission Company

Ministry Of Defense .Al Solail Project Quorrayat Saudi Rail Way . Albawani Co.

CHIEF EXECUTIVE OFFICER

Purelife

Drove the organization to remarkable achievements, realizing an exceptional growth rate of 180% over two years. Proactively identified solutions to enhance the production operations and sales team's capabilities.

CHIEF EXECUTIVE OFFICER

Modern Building Technologies Co.

Drove the Company to a 200 % Growth over . Established Sales team from the very beginning, Training them, distributing the sales areas . Raised the GP from 10 % to 30 % . Accomplishments : Increased Hitachi Power tools Sales over 80 % with increasing the GP . Got new Brands to the Company Fusinda Generators - Fima Air compressors - Hand Tools . Covered all the districts of the Kingdom . .

SALES AND MARKETING MANAGER

Assugor For Industrial Equipments

Accomplished out standing Results in Sales Numbers, Raised the sales from 13 Millions 2008 to 70 Millions 2013 . Accomplishments : Increased Volumes of Ryobi Power tools sales 800% . Established 3 More stores to cover the Most vital areas in the Kingdom . Invited by Ryobi power tools company to give a lecture to other world distributors all over the world to explain how Saudi agent could reach these volumes especially in the 2008 world crisis . .

EDUCATION

MASTER OF BUSINESS ADMINISTRATION

Madison Hill University

BA IN ENGLISH LITERATURE

Mansoura University

DIPLOMA IN PRICING

Udemy

DIPLOMA IN PSYCHOLOGICAL SALES

Udemy

DIPLOMA IN DATA ANALYSIS

Coursera - Google

DIPLOMA , PROFESSIONAL CEO

Cairo Univeristy