

Ayman Naser Meer Mustafa

Alkhubar /al bandaria st / saudi arabia 0595484628 | Aymanmeer2024@hotmail.com

OBJECTIVE

To secure a Sales Representative position where I can leverage my 15 years of experience in sales and client relationship management to drive revenue growth and exceed sales targets.

EXPERIENCE

2006 -

Senior Public Relations

Broadcasting and Television Training Center (Damascus)

Developing PR Strategies: Create and implement public relations strategies to promote the station or network's image and programs.

- 2. Media Relations: Build and maintain relationships with media representatives, including journalists and reporters.
- 3. Press Releases**: Write and distribute press releases and other promotional materials about new programs, events, or company news.
- 4. Event Management: Organize and manage events such as press conferences, interviews, and promotional events.
- 5 _Crisis Management : Handle any public relations crises or negative publicity, providing appropriate responses and managing the situation.
- 6. Content Creation : Develop content for various communication channels, including social media, websites, and newsletters.
- 7. Monitoring Media Coverage: Track and analyze media coverage and public perception of the station or network.
- 8. Stakeholder Communication: Communicate with internal and external stakeholders to ensure consistent messaging and positive relationships.

Sales Manager

Damas Company (Dubai)

- 1. Developing Sales Strategies: Creating and implementing strategies to increase sales and drive company growth.
- 2. Managing Sales Team: Leading and training the sales team, setting performance goals, and providing support to achieve them.
- 3. Building Customer Relationships: Establishing and maintaining strong relationships with existing clients and attracting new ones.
- 4. Analyzing Sales Data: Monitoring and analyzing sales data to understand trends and identify opportunities for improvement. 5. Planning Promotions: Organizing and executing promotional campaigns and special offers to boost sales.
- 6.Inventory Management: Ensuring adequate inventory levels of jewelry and coordinating with purchasing teams to meet customer demands.
- 7. Negotiating and Closing Deals: Negotiating prices and terms with clients and successfully closing sales transactions. 8. Reporting: Preparing regular reports for management on sales performance, market trends, and customer needs.

Branch Manager

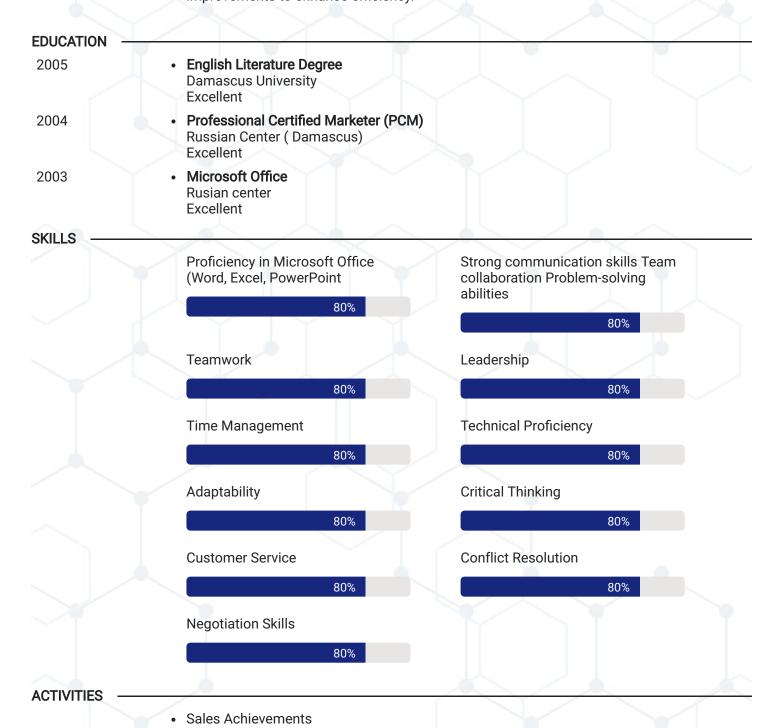
Alafifi Company (saudi arabia)

- 1_Managing Daily Operations: Overseeing daily activities to ensure smooth and efficient branch operations.
- 2. Developing Sales Strategies: Creating and implementing strategies to increase sales and achieve branch goals.
- 3. Managing the Team: Leading, training, and guiding staff, setting performance targets,

2007 -

2008 -2024 and providing support to achieve them.

- 4. Customer Interaction : Handling customer inquiries and issues, ensuring high levels of customer satisfaction.
- 5_ Inventory Management: Overseeing inventory levels of products and materials, ensuring adequate stock and balancing supply and demand.
- 6. Marketing and Promotion: Executing marketing and promotional strategies to raise brand awareness and attract customers.
- 7. Reporting: Preparing regular reports for upper management on branch performance, sales, and any issues.
- 8. Budget Control: Monitoring and managing the branch budget, including expenses and revenues.
- 9. Process Improvement: Analyzing current processes and identifying opportunities for improvements to enhance efficiency.



Leadership and Management Experience

Training and Development Programs

Market Research Projects Sales Strategy Development

