



ABDULLAZEEZ AJWAD

SALES REPRESENTATIVE

PROFILE

Proactive and results-oriented Sales Representative with a strong track record in achieving sales goals and building enduring client connections. Proficient in customer needs assessment, and strategic sales planning to drive business growth. Excels in cold calling, transforming prospects into loyal customers through persuasive communication and tailored solutions. Eager to leverage my expertise in sales tactics and product knowledge to explore new opportunities and enhance client satisfaction. Looking to employ my skills in an innovative environment to refine sales strategies and advance my professional journey.

WORK EXPERIENCE

• **The Group for Veterinary Medicine** AUG 2022 - FEB 2023
Baghdad, Shorja

- Gained deep industry knowledge through direct engagement with veterinarians, farmers and pet owners, mastering product details and health care solutions.
- Provided exceptional client support by offering tailored advice on product use, efficacy, and animal health, enhancing trust and sales.
- Enhanced client relationships by going beyond traditional sales tactics. Offered ongoing support post-sale, including follow-ups on product usage feedback and troubleshooting any issues, which significantly increased client satisfaction and loyalty.

• **Areed Marketplace** OCT 2023 - FEB 2024
Baghdad, Mansour

- Thru B2B sales initiatives, I was able to secure partnerships with 110 businesses to join the platform, significantly boosting app traffic and engagement.
- Identified and scouted high-potential areas with dense business activity, laying the groundwork for targeted sales campaigns.
- Maintained ongoing communication with clients to ensure satisfaction, addressing their needs and fostering long-term partnerships.
- Developed and executed tailored advertisement strategies for each business, enhancing their visibility and satisfaction within the app ecosystem, which in turn bolstered client retention and app engagement.
- Provided daily performance reports to upper management, ensuring transparency and strategic alignment on sales progress and market penetration.

CONTACT

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- 📍 Baghdad, Iraq

EDUCATION

- 2020 - 2024
- AL-HIKMA UNIVERSITY COLLEGE**
- Bachelor's degree In Law

SKILLS

- Strong Communication and Interpersonal Skills
- Exceptional Negotiation and Problem-Solving Abilities
- Result-Oriented With a Focus on Achieving Sales Targets
- Time management and Task Prioritisation
- Analyze Customer Needs
- Efficient in Microsoft Office Suite

LANGUAGES

- Arabic (Native)
- English (Fluent)
- American English (Fluent)
- British English (Proficient)