



# RAMI ABDULHAFEEZ

Dynamic and motivated professional with a proven record of generating and building relationships, managing projects from concept to completion, designing educational strategies, and coaching individuals to success . Skilled in building cross-functional teams, demonstrating exceptional communication skills, and making critical decisions during challenges . Adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals .

## Working Experience's :



- **Warehouse Operation's Manager**  
ATA RABAH Company  
Amman - Jordan  
( From February 2023 to June 2023 )



- **Sales & Marketing Specialist**  
SUHAIB BIN AAMER GLOBAL  
Amman - Jordan  
( From November 2022 to January 2023 )



- **Sales & Logistics Manager**  
SAUDI MERQAB Trading Company  
Riyadh - Saudi Arabia  
( From February 2022 to October 2022 )



- **Warehouse Manager**  
SITECH - KSA , a ZAHID Tractor Group  
Riyadh - Saudi Arabia  
( From September 2021 to January 2022 )



- **Spare Parts Sales & Operation's Supervisor**  
The Machinery Group Company LLC ( TAMGO ) , a ZAHID Tractor Group  
Riyadh - Saudi Arabia  
( From July 1996 to August 2021 ) . . . **more than 25 years** .



With a strong experience & well knowledge of the following famous brand's :-  
VOLVO Machinery - INGERSOLL-RAND Machinery - DOOSAN Portable Air Compressors - INGERSOLL-RAND Stationary Air Compressors - FGWilson Power Generators - S E M Wheel Loaders - MOSA Welding Machines - MUSTANG Skid Steer Loaders .

## Education :

### Secondary High School Certificate

IBEN ABBAS Secondary High School  
Amman, Jordan  
1995

### Diploma in English Language

The British Council  
Riyadh, Saudi Arabia  
1996

## Skill's & Capabilities :

- Have a good negotiations skills to obtain the best prices .
- Set prices and discount levels and plan promotions to increase sales .
- Maintain regular contact with major customers to build loyalty and ensure long-term revenue .
- Manage retail sales counter for customers with small parts orders .
- Supervise other team members such as parts warehouse staff, retail counter sales staff or field sales representatives .
- Have the product knowledge and customer service skills to provide high levels of customer satisfaction .
- Speaking & Writing ( Arabic & English ) fluently .
- Holding a valid Jordanian driving license .
- Very will knowledge of middle east market specially in Amman city .
- Willing to work under pressure .
- Having a leadership character, and able to give the right decision's .
- Cooperative with team work under all condition's .



+962797688303

rami\_al\_amir@yahoo.com

Amman, JORDAN

Birth Date : 7<sup>th</sup> September 1977

Nationality : Jordanian

Marital Status : Married

