

ALI HAMED MOHAMED ALI

Sales Supervisor & Accountant

Qatar, Doha City | aliactive.aha@gmail.com | + 974 3383 0656 | [linkedin.com/in/Ali](https://www.linkedin.com/in/Ali)

Summary:

Dynamic Sales Supervisor and Accountant with over 5 years of combined experience in driving sales growth, managing financial operations, and optimizing business performance. Proven track record in achieving sales targets, cultivating client relationships, and leading teams to exceed expectations. Expert in financial reporting, budget management, and data analysis, with proficiency in accounting software such as QuickBooks and Excel. Skilled in implementing strategies that increase revenue and reduce costs, ensuring both sales and financial objectives are met. Adept at improving operational efficiency, streamlining processes, and delivering exceptional customer service while maintaining strict financial controls and compliance.

Education:

Bachelor of Science in Financial and Banking Studies, Sudan International University – Khartoum, Sudan, (2011 - 2015)

Experience:

Sales Supervisor at Bona Ziewa Restaurant – Khartoum, Sudan, (2022 – 2023)

Responsibilities & Achievements: -

- **Exceeded** monthly sales targets by consistently **driving product promotions** and enrolling over **120 new clients**, contributing to a **15% increase** in overall revenue.
- **Empowered** the sales team to deliver **personalized client service**, achieving a **97% client satisfaction rate** and enhancing customer retention by **20%**.
- **Fostered** revenue growth by **advising customers on premium product selections** and upselling, leading to an **18% increase** in average transaction value.
- **Developed** and executed a customer loyalty program, successfully increasing repeat customer visits by **25%** within the first **6 months**.
- **Spearheaded** innovative marketing strategies, resulting in a **30% growth** in customer engagement and contributing to a **12% boost** in monthly sales.

Sales Supervisor at Alhamed for Insulation Co. – Khartoum, Sudan, (2018 – 2022)

Responsibilities & Achievements: -

- **Led** revenue growth initiatives, generating a **25% increase** in annual sales and securing **20 new corporate contracts**, strengthening market leadership.
- **Launched** four new insulation products, capturing a **15% share** of the local market within the first year and increasing the company's product portfolio by **30%**.
- **Utilized** AI-driven analytics to improve sales forecasting accuracy by **40%**, enhancing operational efficiency and boosting overall profitability by **12%**.
- **Championed** service excellence by **training and mentoring** a sales team that improved customer service ratings to **#1 in the industry**, resulting in a **20% customer retention increase**.
- **Negotiated** large-scale deals with key accounts, driving **40% of total annual revenue** and securing long-term contracts that added **significant value** to the company's bottom line.

Skills:

Technical Skills: SMAC, QuickBooks, Excel, Data Analytics, CRM Software.

Hard Skills: Sales Representation, Closing Sales, Lead Generation, Consultative Selling, Product Development.

Soft Skills: Leadership, Communication, Problem-Solving, Customer Relationship, Team Collaboration.

Certificates:

- Marketing & Sales
- E-Accounting.

Languages:

- Arabic: Native.
- English: Excellent.