

TAYSEER KAZAN

Jeddah, Saudi Arabia

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Nationality: Lebanese

Status: Married

Iqama: Transferable

PROFESSIONAL PROFILE

An expert Sales Manager with an outstanding record of success spanning over 28 years. Extensive experience in Automotive and retail sales and category management. A key team player, result oriented, dynamic leader, dedicated, and self-motivated.

CORE QUALIFICATIONS

- Substantial auto sales procedures and marketing strategies.
- Strong knowledge of domestic and foreign vehicle specifications.
- Vast understanding of auto financing procedures and guidelines.
- Proficient in the use of database software.
- Extensive staff training abilities.
- Comprehensive organizational and communications skills.
- Good people skills.

PROFESSIONAL EXPERIENCE

NMC KIA Motor Saudi Arabia - ABHA, SAUDI ARABIA

South - Regional Sales Supervisor

January 2021 – present

- Implemented customer satisfaction procedures and dealt with customer issues.
- Trained new sales staff and provided weekly feedback to all staff members.
- Maintained updated database on all available vehicles.
- Worked with customers to arrange for financing options.
- Approved vehicle discounts and promotional efforts.
- Assisted customers and responded to customer questions.
- Led a team of 4 Sales Consultant, providing guidance and support to achieve company sales goals.

United Motor Chrysler Saudi Arabia - ABHA, SAUDI ARABIA

South – Regional Sales Supervisor

September 2016 – December 2020

- Maintained first-hand knowledge of all vehicles features and specs.
- Developed and implemented sales plans, including dealership promotions.
- Provided customers with details of available vehicle warranties.
- Maintained database of all vehicles pricing and applicable discounts.
- Worked with sales staff to implement sales and marketing strategies.
- Trained new sales staff and provided weekly feedback to all staff members.
- Maintained updated database on all available vehicles.
- Worked with customers to arrange for financing options.
- Approved vehicle discounts and promotional efforts.
- Assisted customers and responded to customer questions.
- Led a team of 6 Sales Consultant, providing guidance and support to achieve company sales goals.

NAPPCO Consumer Saudi Arabia - KHOBAR, SAUDI ARABIA

Channel Sales Supervisor - Pharma

January 2005 – August 2016

- Implemented sales strategies resulting in a 25% increase in monthly sales revenue.
- Trained and coached team members on product knowledge and effective sales techniques.
- Collaborated with the marketing department to develop and execute promotional campaigns.
- Conducted performance evaluations and provided feedback to Sales team, resulting in improved productivity and morale.
- Led a team of 2 Cash Van Salesman, 4 Pre-sell Salesman, and 4 Merchandisers providing support to achieve company sales goals.
- Accountable of the development, execution, and performance of all programs designed to increase presence and ultimate off – take.

- Closely monitor the sales and share development to ensure company's objectives are achieved, and recommendations for improvements.
- Accountable of BDAs negotiations and Implementation.

NAPPCO Consumer Saudi Arabia - KHOBAR, SAUDI ARABIA

Sales Representative – Retail Channel

November 2002 – December 2004

- Ensuring a high level of consumer satisfaction by providing superior sales service.
- Assessing customers' needs and providing information and assistance on product service and features.
- Driving sales with product knowledge and market-driven enthusiasm.
- Accountable for BDAs negotiations and Implementation.
- Cross-selling merchandise, and services, assisting with physical inventory counts.
- Grew assigned Retail customers trade sales by 15% month on month through multiple access strategy implementation.
- Accountable of category development within top 20 retailer stores.
- Accountable of BDAs negotiations and Implementation.

AGFA Saudi Arabia - JEDDAH, SAUDI ARABIA

Sales Supervisor – Jeddah, Makkah, and Taif

January 1996 – September 2002

- Accountable of 35% business share from total country.
- Trained and coached team members on new products and effective sales techniques.
- Accountable of training Lab Studios on Digital Labs Technology.
- Led a team of 5 Pre-sell Salesman providing support to achieve company sales goals.
- Accountable of sales development and business expansion.
- Accountable of BDAs negotiations and Implementation.

EDUCATION:

Bachelor of Arts
Christelijke Hogeschool Leeuwarden

1991 Netherlands

COMPUTER SKILLS:

MS Office

LANGUAGES:

Arabic: Native Tongue – Spoken, Read, Written
 English: Fluent – Spoken, Read, Written

COURSES:

- Customer Service System - 2001
- Professional Selling Skills – 2002
- Train the Trainer – 2005
- High Pressure Negotiation - 2008
- Time and Stress Management - 2010
- Communication Techniques – 2016
- Dodge Viper Overview - 2016
- Jeep Renegade Overview - 2016
- Certified Sales Consultant – 2017
- Ram Brand Induction - 2017
- Certified Sales Consultant – 2018
- Chrysler Pacific – 2018
- Jeep Compass Overview - 2018
- Communicating With Today's Customer - 2018
- Dodge Product Overview VCO – 2020
- Jeep Gladiator Overview VCO – 2020
- Ram Product Overview - 2020