



Zaid Alghazawi

Business Development & Sales Specialist

📍 Riyadh, Saudi Arabia

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📅 13/05/1998

PROFILE

Results-driven Senior Sales Professional with 4+ years of experience in pharmaceutical and technical sales, building strong client relationships and delivering consistent revenue growth across competitive markets. Proven track record of exceeding sales targets, developing strategic accounts, and providing solution-based recommendations to healthcare professionals, contractors, and engineering stakeholders. Skilled in business development, territory management, negotiation, and customer engagement, with a Civil Engineering background that enables effective communication of technical solutions and a consultative approach to sales.

PROFESSIONAL EXPERIENCE

Site Construction Engineer, Kara Construction

05/2021 – 09/2021

Dammam, Saudi Arabia

- Performed **structural design calculations** and produced detailed drawings for the foundation and **first-story structure** of a major development project, using **AutoCAD and ETABS**.
- Supervised on-site execution of the same design — rare **full-cycle ownership** from drawing board to rebar inspection and concrete pour.

Structural Engineer (Internship), Alamel Construction

08/2019 – 10/2019

Amman, Jordan

- Prepared detailed structural drawings and analyzed **3 distinct project plans** for construction site development work.
- Applied **AutoCAD** across project planning, **GPS point plotting**, and **site topographic mapping**, building the software fluency that anchored all subsequent roles.

Sales Representative, Abbott

10/2021 – 10/2025

Riyadh, Saudi Arabia

- Consistently achieved **103–112% of quarterly sales targets** across a designated territory through relationship-driven selling and strategic account planning.
- **Promoted from Junior Sales Representative** after demonstrating strong product knowledge and **exceeding territory performance expectations**.
- Expanded the customer portfolio by developing new relationships with physicians, pharmacies, and healthcare providers while strengthening existing accounts.
- Collaborated with marketing and sales leadership to execute territory growth initiatives, contributing to **increased product penetration** across the Riyadh region.
- **Mentored newly hired representatives on product portfolio**, CRM best practices, and customer engagement strategies during field onboarding.

Senior Business Development Representative, Kara Construction

12/2025 – 06/2026

Riyadh, Saudi Arabia

- Managed a portfolio of key contractor and engineering accounts **across the Riyadh region**, consistently achieving quarterly sales targets through strategic account management and technical solution selling.
- Developed strong relationships with project managers, consultants, and procurement teams, **identifying opportunities to increase product adoption** across commercial and infrastructure projects.
- Conducted on-site product demonstrations and technical presentations, recommending engineering solutions that met project specifications and customer requirements.
- Collaborated with engineering, logistics, and customer service teams to ensure timely product delivery, resolve technical issues, and maintain high customer satisfaction.
- Mentored junior sales engineers by providing guidance on customer engagement, product knowledge, and territory planning while contributing to overall team performance.

EDUCATION

American University of Madaba, B.Sc. Civil Engineering

03/2016 – 03/2021

Madaba, Jordan

- Primary engineering degree: **structural analysis, construction materials, structural design, site engineering, and project management**.

Al-Faisaliah National Secondary School, Secondary School Graduation Certificate

09/2014 – 09/2015

Graduated with a **96% final grade**.

Riyadh, Saudi Arabia

SKILLS

Sales & Business Development

CRM Management | Account Management | Business Development

Sales Tools

Microsoft Office | Salesforce CRM | SAP | Microsoft Teams | Zoom

Professional Skills

Negotiation | Customer Relationship Management | Consultative Selling | Market Analysis | Strategic Planning

Communication

Client Presentations | Relationship Building | Cross Functional Collaboration | Problem Solving | Time Management

Languages

Arabic (Native) | English (Fluent) | German (Basic)