

# SADDAM ABUALLAIL

## Regional Sales Manager

✉ saddam.abuallail64@gmail.com    ☎ +962782100800    📍 Amman-Jordan

🌐 [linkedin.com/in/saddamabulail](https://www.linkedin.com/in/saddamabulail)

### PROFESSIONAL SUMMARY

---

Regional Sales Manager with 12+ years of experience driving growth, leading teams, and building B2B partnerships across telecom and consumer markets. Skilled in sales strategy, CRM, and performance optimization across GCC & MENA.

### WORK EXPERIENCE

---

**Sales Area Manager,** 2023 – 2025  
*Almawared for Communications - Authorized Agent of Umniah Telecom* Irbid, Jordan

- Boosted regional sales by 28% across 5 branches, while growing B2B client base by 35%. Designed and executed sales & distribution strategies, achieving 42% outdoor sales growth.

Consistently overachieved monthly targets (up to 130%) by motivating multi-territory sales teams.

- Expanded retail partnerships, increasing point-of-sale coverage by 55%.
- Built performance dashboards with Power BI that improved team productivity by 25%.

**Shops Area Manager,** 2016 – 2023  
*Almawared for Communications - Authorized Agent of Umniah Telecom* Irbid, Jordan

- Oversaw sales and operations across 7 franchise branches, ensuring growth and brand consistency.
- Delivered 22% annual sales growth while elevating customer satisfaction 40%.
- Designed and implemented training programs that reduced staff turnover by 25%.
- Strengthened compliance, KPI monitoring, and B2B/B2G sales expansion.

**Branch Acting Supervisor,** 2013 – 2016  
*Spectrum for Communications - Authorized Agent of Umniah Telecom* Irbid, Jordan

- Supervised showroom operations, staff performance, and sales activities.
- Achieved and exceeded quarterly targets by an average of 18%.
- Streamlined customer service processes, reducing complaints by 30%.

**Customer Service Agent,** *Orange Telecom* 2013  
Amman, Jordan

- Delivered exceptional customer support by handling inquiries, resolving issues, and ensuring positive client experiences.
- Strengthened communication and problem-solving skills in a fast-paced environment.

### EDUCATION

---

**Bachelor's Degree in Modern Languages & Literature (Major: French, Minor: Italian),** *Yarmouk University* 2008 – 2012  
Irbid, Jordan

## TECHNICAL SKILLS

---

### CRM

Salesforce, Zoho

### Business Intelligence

Power BI

### MS Office Suite

Advanced

### Google Suite

Proficient

## LANGUAGES

---

### Arabic

Native

### English

Excellent

### French

Good

## CORE COMPETENCIES

---

- Sales Strategy & Forecasting
- CRM Implementation (Salesforce, Zoho)
- Business Intelligence (Power BI)
- B2B/B2G Relationship Management

## CERTIFICATIONS

---

- Digital Transformation
- Strategic Planning
- Sales Management
- Operations Management
- AI for Sales and Services
- Customer Retention
- SaaS Business
- Sell Like a Pro
- English for the Workplace
- Time & Stress Management