



RAYEES BARAMY A.N

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AL KHOBAR

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CAREER OBJECTIVE

An organized and creative professional with proven sales and marketing skills and a desire to learn more. Possess 5 years of experience working for a diverse group of organizations and clients. Gained expertise in Sales and marketing, business development, key account management, negotiation, etc. looking to utilize my existing skill set to increase company profitability

PROFESSIONAL EXPERIENCE

➤ INITIAL SAUDI GROUP

Sales & Operations Executive – (April 2020 to Present)

- Reporting directly to Chief operating officer and manage business development process
- Negotiate contracts and close agreements to maximize profits
- Preparing sales plan and expanding current market
- Maximizing sales opportunities and conducting market research
- Handling key Clients of the company in and around Saudi Arabia .
- Assisting in preparing budget plan and collection of overdue invoices
- Develop executive level customer relationship to strengthen relationships and demonstrate the company capabilities
- Connected with all sectors including construction, contracting, oil & gas, energy & hospitality sectors.

➤ **RASHED ABDUL RAHIMAN AL RASHED & SONS GROUP**
(Al Rashed Group – Cement Division)

Key Accounts Sales Executive - (Mar 2016 to Mar 2020)

- Managing key accounts of Eastern region
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Develop long term relationship with customer, through management and interpretation of their requirements
- Approach potential customers for the purpose of initiating sales
- Assist in the design and development of the department sales & marketing plans
- Support marketing activities by attending trade shows, conferences etc
- Follow up on collections
- Work on after sales support services and provide technical back up as required

QUALIFICATION

2013-2015

➤ **Master Of Business Administration (M.B.A)**

Specialized In Marketing & Human Resources
Crescent Business School, Chennai

2010-2013

➤ **Bachelors of Business Administration (B.B.A)**

University Of Calicut.

EXTRA CURRICULAR ACTIVITIES

- Participated in ‘Young Leaders Summit’ Vista 2014 in IIM Bangalore.
- Elected as event coordinator in inter school management fest.

KEY SKILL & PERSONAL ATTRIBUTES

- Sales &/ Business Development
- Key Account Management
- Client Relationship Management
- Team Management
- Negotiation Skills

TECHNICAL SKILL

- Undergone **SAP** training in sales and distribution (SD).
- APPLICATION SOFTWARE: Office2007&2010.

PERSONAL PROFILE

- Name : Rayees Baramy An
- Iqama : Transferable
- Date of Birth : 26-06-1991
- Gender : Male
- Nationality : Indian
- Languages known : English, Arabic, hindi .
- Marital Status : Married
- Driving License : Holding valid Saudi License