

## WORK EXPERIENCE

### Business Development Manager / ARFAD International – (Aug 2018 – Present)

- One of the biggest constructions companies all over the Middle East.
- Responsible to develop the market for support facilities such as
- 1- Cut & bend factory.
- 2- Fabrication factory for steel structure & stainless steel & handrails.
- 3- Wooden factory for all wooden related scope.
- Coordinating with Sales & marketing Dept for All Azmeel holding.
- Market study for the great the potentials.
- Find reliable and appropriate clients (domestic & international), initiate bid solicitation, analyze quotes, negotiate prices
- Procuring materials and services with best quality at a reasonable price.
- Responsible in Strategic and Transactional Procurements (spares, consumables, manpower & other services) with cost effective negotiations from small to large scale projects and implement procurement strategies.
- Review and revise to update department's Operational Procedures in accordance to best practices and company policies.
- Follow up with the suppliers for on-time shipment and ensure quality of products
- Responsible for new vendor registration and updating their records.

### Business Development Manager / ETW Group, KSA (June 2014- June 2018)

- Manage the business development tasks by making strategies and planning to develop business of the organization.
- Meet the customers to make sure they are satisfied and hear from them if there is any obstacles or an area for improvement, in addition following up with them for the open Purchase Requisitions and make sure that the goods are delivered on time to them.
- Conducting PR Training to the End-Users.
- Built a good rapport with the customers & gained loyalty which generated an excellent environment & quick response.
- Find reliable and appropriate suppliers (domestic & international), initiate bid solicitation, analyze quotes, negotiate prices and generate Purchase Orders.
- Procuring materials and services with best quality at a reasonable price.
- Responsible in Strategic and Transactional Procurements (spares, consumables, manpower & other services) with cost effective negotiations from small to large scale projects and implement procurement strategies.
- Review and revise to update department's Operational Procedures in accordance to best practices and company policies.
- Follow up with the suppliers for on-time shipment and ensure quality of products
- Responsible for new vendor registration and updating their records.
- Evaluate supplier performance, competitiveness and quality standards.
- Provide Buyer's Performance Report on monthly basis.
- Periodical monitoring of Key Performance Indicator (KPI) and ensure target achievement.
- Creating Blanket Agreements with Manufacturers/Agents/Traders.



## AMRO NEGM

BUSINESS DEVELOPMENT MANAGER

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## PROFILE



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## HOBBIES



## REFERENCES

Available upon request.

### Business Manager / Baba Khabaz Bakery, KSA April (2012- June 2014)

- In charge of coordinating people and resources, and for delivering on volume, sales and profitability objectives by brand and channel Also having day-to-day
- Responsibility for the company's marketing programs in a specific territory.
- Preparing written presentations, reports, and price quotations for customers.
- Ensuring sales staff comply with company policies, procedures and practices.
- In charge of a large department with an annual turnover of 20 million Riyals
- Product positioning in the Marketplace through strategic pricing & bundling etc.
- Recruiting and selecting qualified candidates to fill open sales positions.
- Review and revise to update department's Operational Procedures in accordance to best practices and company policies.
- Follow up with the suppliers for on-time shipment and ensure quality of products Responsible for new vendor registration and updating their records.

### Accountant / Al Riyaf works contracting company, KSA (Jan 2011– Jan 2012)

- In charge of coordinating people and resources, and for delivering on volume, sales and profitability objectives by brand and channel Also having day-to-day
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## EDUCATION

- BA in Commerce, Accounting & Business Administration Department year: June 2009
- Preparing for Master in Economics & Administration Sciences.

## SKILLS

- Mastery of All MS Office software's (SAP, Oracle)
- Exceptional Presentation and Public Speaking Skills.
- Fluent in English.
- Negotiator & problem resolver.
- Dedication to Work.
- Fast learner & achiever.
- Flexibility in work.
- Time management.
- B2B Sales & Deal Finisher

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## LANGUAGES

- Fluent in English & Arabic.