

HUSAM AL ZUBAIDI

CEO , SLAES DIRECTOR , PROJECT MANAGEMENT ,
REGIONAL MANAGERIAL& RISKMANAGMENT & OPERATION
MANAGER

(OPEN FOR NEW ROLLS)

PERSONAL DETAILS

Saudi Arabia –KSA, Riyadh.

huhunice2@gmail.com
hussam_1973jor@hotmail.com
<https://www.linkedin.com/in/hussam73>.

+966581517770 - +962796667909

ABOUT ME

I'm previously working as a (CEO , DIRECTOR , REGIONAL ,And Risk Management) Marketing , Sales and Operation Management professional with 19 + years of exceptional track record in working in various management capacities, additionally possessing holistic exposure in sales, marketing, client relations & business development initiatives. I am seeking a challenging position in an organization that provides opportunities to align accrued acumen towards a mutually fulfilling growth path

EDUCATION

BATCHLOR –DGREE
Kuwait University 1996-2000

Management & Business Admiration& Restructure the company and the department.

SKILLS

Management	Sales Management	Marketing Director
Risk Management	Project & Operation Management	Business Development

EXPERIENCE

General Sales & Marketing Manager at AMPCO (TEMPORARY CONTRACT)FAST –REVOLVING FOOD &NON FOOD ITEMS (ALUMINIUM,PLASTIC&PAPER)
KSA – JUN2020- JUN 2021.

I work as a GM of sales & marketing manager & restructuring the all branches and department.

CEO & OPERATION MANAGER FREE LANCER
KSA — JAN 2020 –MAY 2020.

I work directly and through the internet in the field of studies, consultations and foundation and work in new projects and emerging markets and import and export of fast-moving, mobile, food and non-food items, budgets, restructuring institutions and companies and organizing them and now looking for a job in a respectable company.

Sales & Business Director Department and Development Manager, at Zinco Company Import, Sales and marketing of lighting & sanitary and plumbing tools.

KSA, Kingdom Wide – JAN 2019-DEC 2019

Establish branches and working on lining them to the head office and merging companies, conducting a complete study of market requirements and challenges, planning the goals agreed upon by the administration, establishing a team and leading such tasks, and managing the operation and objectives of the company.

Achieving Sales targets quarterly and annual management set budgets in line with market conditions requirements. & accomplish Marketing and Sales Human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and employees; communicating job expectations; planning, monitoring, disciplining appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures. Following the VIP customers, managing sales team& study the market.

Re Structure the company and the department.

- **Orion Sales Program (Sales Analysis program)**
- Microsoft Office: Microsoft Word, Excel, Access, PowerPoint, etc.
- Other Software's: Typing Courses Arabic, English
- SALES PROCESS, COACHING & MANAGEMENT
- FINANCIAL, BUDGETING & COSTLY MANAGEMENT
- BUSINESS PROCESS & PLANING MANAGEMENT
- DEVELOPMENT Strategy
- Decision MAKING
- Negotiation & ANALYTICAL SKILLS
- LEADERSHIP , MATERIALS & PROJECT MANAGEMENT
- EXPERIENCE IN (FMCG , FOOD, NON FOOD, COSMETI CS, BABY CARE ITEMS
- Time Management
- Budget, Senior management, Information Technology, Marketing and Sales, Microsoft Word, Procurement, SALES
- Business Process's, Facility Management, Job analysis, Materials , Negotiation, Project Management , Sales & Marketing Analysis ,Solutions
- Efficient sales transactions
- Top Program Managers Award
- Sales force knowledge
- Effective managerial techniques
- Retail & Modern Trade , Wholesales Experience
- Working knowledge of Management Sales processes
- Sales Organization
- Sales contract processing
- Empowers high-performing sales teams
- Strategic sales techniques
- B2B sales

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- •Achieving Sales targets quarterly and annual management set budgets in line with market conditions requirements
- •Accomplish Marketing and Sales Human resource objectives
- •By recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and employees; communicating job expectations; planning,
- •Monitoring, disciplining appraising, and reviewing job contributions; planning and Reviewing compensation actions; enforcing policies and procedures
- •Following the VIP customers, managing sales team& study the market
- •Professional experiences
- •Gave benefit -oriented, polished presentations driving dramatic revenue growth across multiple sales channels
- •Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results
- •Contacted key accounts regularly and achieved high satisfaction scores by routinely re-assessing needs and resolving conflict s
- •Monitored weekly, monthly and quarterly achievement goals
- •Responded to client needs in proactive and efficient ways to ensure client sati faction
- •Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets
- •Evaluated staff performance against expectations and established goals
- •Created new sales and marketing strategies to drive growth
- •Created robust sales plans and set territory quotas
- •Collaborated with senior executives to evaluate performance in regional area and develop strategies to expand revenue generation
- •Identified new product opportunities and target customers
- •Partnered with sales team members and leveraged strong negotiation skills to close tough deals with lucrative clients
- •Directed work of efficient administrative team maintaining accurate sales, inventory and order documentation
- •Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales result s
- •Monitored customer buying trends, market conditions and competitor actions to adjust strategies



LANGUAGES

English **Excellent**

Arabic **Excellent**

PROJECT DIRECTOR at GTC, OL.AYAN GROUPEGIONAL SALES MANAGER AND SYNERGYPR

KSA, Kingdom Wide – OCT 2016-MAY 2019

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agreed upon by the administration, establishing a team and leading such tasks, and managing the operation and objectives of the company

- Achieving Sales targets quarterly and annual management set budgets in line with market conditions requirements
- Accomplish Marketing and Sales Human resource objectives
- By recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and employees; communicating job expectations; planning,
- monitoring, disciplining appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures
- Following the VIP customers, managing sales team & study the market
- Managed 15 sales specialists and generated over \$30000000 sales annually
- Serviced 30% accounts on regular basis to resolve concerns, manage order fulfillment and promote new products and services
- Gave benefit-oriented, polished presentations driving dramatic revenue growth across multiple sales channels
- Responded to client needs in proactive and efficient ways to ensure client satisfaction
- Grew revenue opportunities by orchestrating resources and multi-tasking to accomplish sales goals in diverse industries
- Held regular performance evaluations to assess strengths and weaknesses of team members and provide counseling to improve outcomes

UNIT MANAGER -P&G-Olay-Department TAMR-GROUP

KSA, Western Area – FEB 2009-NOV 2010

- in developing the overall direction of the marketing function based on set of strategies, including planning, development and
- Implementation of marketing plans and programs in areas such as market
- Assisting Research, Trade Oriented sales promotion, pricing, advertising and public relations
- Motivating interest in and support Planning & executing marketing, indoor, outdoor and the advertising way.
- Providing offers to companies and following up results
- Visiting the VIP customers and building relationships with them
- Represent the company in the Events, Occasions, Sponsorships, Media and various public relations activities

and achieve sales goals.

Regional Sales Manager .Director at Multi Brand Company

KSA, Southern & Western-DEC 2015-SEP 2016

- Achieving Sales targets quarterly and annual management set budgets in line with market conditions requirements
- Accomplish Marketing and Sales Human resource objectives
- By recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and employees; communicating job expectations; planning, monitoring, disciplining appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Following the VIP customers, managing sales team & study the market
- Established robust sales training programs for 25 employees in district.

REGIONAL SALES MANAGER -BASAMH COMMERCIAL DISTRIBUTION COMPANY (Nestle ,Goody, FC Johnson, Perfetto,General Mill's, 3M, Treva)

KSA, Kingdom Wide – DEC 2010-NOV 2015

- Sales targets quarterly and annual management set budgets in line with market conditions requirement.
- Achieving high level administrative, strategic planning and operational support, research and advice to senior management on administrative matters such as staff management, financial planning, facility management and information services developing and managing the organization's administrative, financial,
- Provided physical and staff resources developing and implementing administrative, financial and operational procedural statements and guidelines for use by staff in the organizations analyzing complex resource management issues and initiatives that Preparing the marketing budget.
- Affect the organization.
- Managed 30 sales specialists and generated over RS 300000000 sales annually.

UNIT MANAGER / CIGHALAHGROU FMCG-MODERN TRADE

KSA, Western Area – JUN 2005-JAN 2009

- Handled inmate counts and searches for missing inmates
- Initiated audit process to evaluate thoroughness of documentation and maintenance of facility standards.
- Facilitated timely check-in by greeting visitors and establishing purpose of visits
- Reviewed documentation for compliance with requirements and accuracy of information
- Effectively served as primary liaison for HMS and client, political stakeholders,
- provider and public policy associations, lobbyists and partners
- Practiced veterinary medicine with emphasis on preventative care, chronic disease management, and emergency medicine
- Protected patient s and employees by developing and interpreting infect ion -control policies and protocols and maintained patient confidence by monitoring
- confidential information
- Spearhead personal veterinary medicine practice with specialties in preventive care and chronic disease management
- Promoted patient independence by establishing patient care goals and taught and counseled patients, friends, and family about medications and self- care skills
- Administered assessments and developed academic goals based on specific disabilities and

UNIT MANAGER / Imperial Cigarette Tobacco Company -FMCG

KSA, Western Area – JUN 2003-MAY 2005
barriers to learning.

- Assisting in developing the overall direction of the marketing function based on set of strategies, including planning, development and
- Implementation of marketing plans and programs in areas such as market research, Trade Oriented sales promotion, pricing, advertising and public relations
- Motivating interest in and support of product knowledge among the sales force
- Planning & executing marketing, indoor, outdoor and the advertising way
- Preparing the marketing budget
- Providing offers to companies and following up results
- Visiting the VIP customers and building relationships with them
- Represent the company in the Events, Occasions, Sponsorships, Media and various public relations activities
- Routinely collaborated with department managers to correct problems and improve

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- Administered assessments and developed academic goals based on specific disabilities and barriers to learning.

BUSINESS- UNIT MANAGER At Al HADAF COMPANY – PVC

JOR, KINDOM WIDE – AUG 2000-APRIL 2003

- Assisting in developing the overall direction of the marketing function based on set of strategies, including planning, development and
- Implementation of marketing plans and

services

- Confirmed accurate completion of forms and reports for admission, transfer and/or discharge of each resident
- Monitored unit budget to ensure financial objectives were met

Checked all book in and discharges, making sure all charges have paperwork and all discharges have orders of discharge.

programs in areas such as market research, Trade Oriented sales promotion, pricing, advertising and public relations

- Motivating interest in and support of product knowledge among the sales force
- Planning & executing marketing, indoor, outdoor and the advertising way
- Preparing the marketing budget
- Providing offers to companies and following up results
- Visiting the VIP customers and building relationships with them
- Represent the company in the Events, Occasions, Sponsorships, Media and various public relations activities
- Routinely collaborated with department managers to correct problems and improve services
- Confirmed accurate completion of forms and reports for admission, transfer and/or discharge of each resident
- Monitored unit budget to ensure financial objectives were met
- Checked all book in and discharges, making sure all charges have paperwork and all discharges have orders of discharge.

HUSAM AL- ZUBAIDI

Sincerely,,

