



MOHANNAD ALNABULSI

Mobile: +966 569213885

E-mail: mfn.sss7425@gmail.com

OBJECTIVE

Seeking a challenging position with a challenging atmosphere where I can utilize my knowledge, skills, and capabilities to develop my employer's business.

EDUCATION

Jordan University, Amman

Jordan / 1994 - 1999

- B.A. - Business Admin - Economics Major

CERTIFICATES & TRAINING

- Certified 30 Hour General Industry Safety OSHA Compliance Course by IASP- 2022
- Certified ISO 9001:2015 Lead Auditor - IRCA Certificate/ Quality Management System "QMS"- 2022
- Technical & Vocational Training Corporation, K.S.A.- OSHA Course Certificate of Attendance- 2022
- SASO Training Center, K.S.A. – How To Use SABER Platform Attendance Certificate- 2020
- Chamber of Commerce, K.S.A.- Salesman Development Attendance Certificate- 2000

Additional Sales Training Courses for:

- Microsoft products
- Toshiba products
- Accounts Management

EXPERIENCE

**Regional Sales Manager at Saudi Specialized Laboratories Co. "Motabaqah"
Eastern Province / 2020 - Present**

- Full-time Management & Follow-up for 17 Sales Testing Labs
 1. Electrical EPTL
 2. Petroleum Lab PTL
 3. Chemical Lab CAMAL
 4. AQM Food Laboratory
 5. TXT Textile & Leather Lab
 6. Toys Lab
 7. Car Test – Vehicles
 8. CBML Building Materials Test
 9. ISO1725
 10. QMark - Electrical & Toys
 11. IECEE CB – Electrical Products
 12. SABER Certification – SASO Saudi Standard Metrology & Quality Org.

**Senior Sales Accounts Manager & Projects Procurement at AL-Olayan Group
Eastern Province / 2001 - 2020**

- Representing AL-Olayan Group in a professional manner at all times and in all places.
- 2 Years of Experience in Projects Procurement.



MOHANNAD ALNABULSI

Mobile: +966 569213885

E-mail: mfn.sss7425@gmail.com

- Managing and planning sales opportunities with an excellent market awareness & customer database.
- Continuously hitting the target & exceeding it.
- Providing an outstanding intense follow-up and support.
- Building and developing an excellent relationship with customers.
- Setting up sales strategies for end-users.
- Working on Lease contracts for large projects.
- Selling Toshiba Office Automation Items (Digital copiers, Printers, Projectors, Scanners, Shredder Plotters, Laptops, Brother printers, and TVs).
- Installing NEC Voice & Computer Data Systems.

- **Executing major projects for large organizations, including:**
 1. Saudi Aramco - Supporting projects of Toshiba Office Automation Items.
 2. The Ministry of Health - Supporting projects of Toshiba Office Automation Items.
 3. The Ministry of Education - Installing NEC Voice & Computer Data Systems.
 4. Dammam & Jubail Ports - Installing NEC Voice & Computer Data Systems

• **Major Customers dealt with:**

1. Sheraton Hotels
2. AL ABDULKARIM HOLDING
3. Al Turki Group
4. REDA Group
5. Abdullah Fouad Group
6. Al Rashed Co.
7. Tamimi Group
8. Saudi FAL Co. LTD
9. Oriental Commercial & Shipping Co. LTD

**AL-Olayan Group – Telecommunication & Electronics Co. AT&E
Eastern Province / 2019 -2020**

- Senior Sales Accounts Major customer
- Closing Telecommunication Projects deals
- Pricing specialist for Telecom & Low Current Systems
- Setting Procurement Strategies

AL-Olayan Group – Arabian Business Machine Co. ABM

- **Eastern Province/ 2001- 2019 (17 years of experience in KSA Market)**
- **Senior Sales Accounts Manager / 2000-2017**
- **Territory manager / 2017**

COMPETENCIES & SKILLS

- Team worker; work effectively within the team delivering own targets and supporting others.
- Achiever; setting high personal standards & goal-oriented, with perfect time management.
- Customer Focused; being aware of customer needs and expectations; constantly striving to deliver professional customer support and reach customer satisfaction.
- Stress resistant, able to work under and cope with pressure without unduly compromising delivery.



MOHANNAD ALNABULSI

Mobile: +966 569213885

E-mail: mfn.sss7425@gmail.com

- Professional; ensures that behavior at work meets standards expected within a blue-chip organization.
- Negotiation Skills to close deals.
- Problem Solving & Strategic Thinking.
- Analysis Skills & Decision Making.
- Good planner & researcher.
- Excellent communication & presentation skills.
- Fast learner.
- Fluent in English & Arabic.

HOBBIES

Sports and gathering with people.

PERSONAL DATA

Name: Mohannad Al-Nabulsi

Nationality: Jordanian

Place of Birth: 1974 / Saudi Arabia - Khobar