

Ahmed Alqabali

System Manager and Business Development



INTRODUCTION

Achieving the ambition that I seek is to succeed in all fields and to reach the maximum benefit of the organization that I work in and advance it because every position I occupy is a challenge to my passion for learning has no limits and excellence is one of my most important ambitions and I believe that I have confidence and basic rules and the education I studied enables me to do that

PRACTICAL EXPERIENCES

Business Development and System Manager
QFC.o
Dammam, Saudi Arabia

Sep 2018
- حتى الآن

- Learn all system requirements and all assistive programs, analyze information and prepare reports, direct the work team in line with the developments that will get contracted with system-related companies
- Increase Sales
- Reduce your expenses
- Raise work efficiency
- Challenging uncontrollable conditions such as the Coronavirus
- Constant search for the latest technical and administrative means

Work in details

- Managing the sales system, the information technology team, and the related financial reports and daily business
- Preparing and analyzing reports and assisting decision-makers
- Create strategies for action, follow-up and evaluate results
- Contracting with companies that are related to working with us, following up on their work, concluding the necessary agreements, and following up on their problems
- Analysis of contracts submitted by companies and amending them
- Responsible for social media companies, developing marketing plans for seasons, and contracting with photography and printing companies
- Responsible for investors and interviewing them who wish to take franchise from our agencies
- Interviewing new employees
- Preparing a crisis management team
- Results
- Organizing work and making it easier by developing a precise and advanced internal system based on accessible and easy-to-use technology and does not cost the company a lot of money
- Reducing errors related to the financial and technical system, ease of follow-up, and find mistakes quickly and easily
- Sales increase
- Increasing the number of our investors
- Confronting economic crises professionally, such as the Corona crisis
- Gaining a larger market share than competitors by conducting studies on competitors and other studies such as demographic studies and others

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Alshati District- Dammam- KSA

Jordanian

11/02/1985

Single

<https://app.circleci.com/projects/project-dash-board/github/qabaliahmad>

[/https://www.facebook.com/alqabali](https://www.facebook.com/alqabali)

<https://dribbble.com/alqabali>

<https://www.behance.net/ahmadqabali>

<https://stackoverflow.com/users/15070378/ahmad>

<https://www.linkedin.com/in/ahmed-qabali-6b864b151>

LANGUAGES



Arabic
English

INTERESTS

fishing



Sports



- Laying out clear features, drawing the way, and directing the company's future plans
- The company's financial, internal and governmental stability

Account manager
Alhamrani Universal
Riyadh, Saudi Arabia

Jun 2016
Nov 2018

Account manager
Alhamrani Universal

- (Authorized for all SAAB operations related to ATMs, (Span Machen
- Preparing purchase orders
- Work on many company-specific programs such as "Cognas" database and tracking software to finish installation and cancelation processes
- Following up on the clients' VIP problems with the work team consisting of fifty engineers and three coordinators at the level of Riyadh and organizing the daily tasks in more than five service centers
- Increase Sales
- Reducing complaints. Getting the first place in terms of productivity and service in the Kingdom

Branch Manager
(THE Group (COZMO, BHS, Readers & Hamleys
Ammaan Jordan

Jun 2006
Apr 2016

- Follow up on business and daily reports Maintaining the level of service in the company and adhering to the standards agreed upon by all competent authorities such as senior management, government and international standards ISO
- Applying the internal system to the work team and providing balance in all work departments responsible for employment in the branch
- Follow up the products in terms of validity, quality and inventory
- Responsible for directing the heads of departments, accounting and issuing violations against those who fail to work according to the company's internal regulations
- Follow-up of all contracting companies and suppliers in terms of the system and the application of written conditions in the contracts concluded and many routine business recognized management
- Increase sales
- Work and service progress
- Receive awards from government agencies such as the Royal Palaces and the Ministry of Labor

Party Coordinator, Sales, Goldsmith, Warehouse worker
Multiple jobs

Ammaan Jordan

I worked in a lot of normal jobs, but it was the first way to enter the field of work in the market and it gained me a lot of experiences in many fields

ACADEMIC EDUCATION

computer since
Petra university
Amman Jordan

Jun 2010
Jun 2014

I entered the major because I find myself in the computer world and because it contains a lot of creativity, which is the future of the current age

Degree / Specialization
better business
Amman Jordan

Aug 2013
May 2015

Obtaining many certificates in customer service, motivation, leadership, management and communication skills

TECHNICAL SKILLS

Microsoft Office

90%

Web and social skills

90%

google product

90%

mcitp

80%

java scripts

80%

HTML

80%

CSS

80%

Windows Server

80%

python, API, adobe product , OOP ,A plus

70%

PERSONAL SKILLS

communication skills

90%

leadership

90%

time management

80%

Problem Solver

90%

Resource Management

90%

customer service

90%

motivation

90%

customer service

90%



PROUD OF BEING

Orderly



Creative thinking, effectiveness, productivity

Plan



Problem analysis, decision-making, project management, strategic planning

Work as a team spirit



Collaboration, goal setting and group leadership

Ambition



I have a passion for learning and achievement

TIME MANAGEMENT

