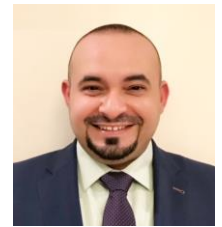


AHMED AL NASSER

Jeddah, KSA
+966 54 5858582
Amman, Jordan
+962 79 9592654
nasser_66@hotmail.com



CAREER OBJECTIVE

Seasoned, resourceful, entrepreneurial professional with a successful career spanning 16 years with reputable organizations in the Middle East with proven competencies in managing business development, sales, marketing, project coordination, client relations and supply chain. Accomplished results driven professional capable of formulating and executing strategies, plans and budgets aligned to corporate goals and objectives, lead and motivate teams and collaborate with stakeholders delivering outstanding results. Proactive professional with a strong work ethic and integrity seeking a senior management position to leverage domain, commercial, management, leadership knowledge and skills that can add value to the organization by contributing to the achievement of all predefined goals and objectives.

SKILLS

- | | | |
|-------------------------------------|------------------------------|--------------------------------|
| ➤ Business Unit Management | ➤ Marketing and Sales | ➤ Project Sales |
| ➤ Stakeholder Relations | ➤ Key Account Management | ➤ Teambuilding and Leadership |
| ➤ Project Planning and Coordination | ➤ Sales Lifecycle Management | ➤ Negotiation and Deal Closing |
| ➤ International Procurement | ➤ Budgets and Cost Control | ➤ Staff Management |

PROFESSIONAL EXPERIENCE

Sales Manager, November 2020 till Date
KPS (Jeddah KSA)

Company Profile:

KPS is an International company in the Kingdom of Saudi Arabia and Gulf region, (KPS) can provide a complete service of Turn-key solutions for all sectors including hospitality and healthcare (Design- Fit Out- MEP- AV systems- Furniture) inclusive of all components and systems to the highest levels. <http://www.kpsworld.com/>

major list of clients includes:

- Multinational corporates such as (Ernst & Young, MARS, Microsoft, P&G, HP, Ericson, Clyde & Co, ABB, Tetra Pak, Pfizer, Sanofi, BAT etc.)
- Local banks such as NCB (National Commercial Bank) Jeddah Malek road Fit out SOW Consultant DWP , GIB (Gulf International Bank), Saudi Fransi, QNB in Hamad Tower(Qatari National Bank) etc.,
- Universities such as KAAU, PNU, Um al Qura, KFUPM, Effat etc.
- Semi-government projects such as (GACA, Tasnee, NWC, CCHI (Council Of Cooperative Health Insurance), Security Control, TAQA, HRDF (Human Resources Development Funds), AWAL Net (STC), Al Jadaan.
- Law Firm, NHC (Najib Al Eisa Holding), SEEC (Saudi Electric Energy Company), Saudi Aramco (Business Gate)
- Government projects such as MOP, MOL, MOE, etc
- Healthcare projects such as King Abdullah medical city in Makkah, National guard hospitals, Saudi German Hospitals, Beverly Clinics.

Regional Sales Manager, January 2020 till November 2020
STYLIS Group (Jeddah KSA)

Company Profile:

Stylis Group is a project based commercial and hospitality furniture company operating in the Middle East that represents renowned international suppliers NowyStyle, MDD, ESTEL, ISKU, DVO, Aresline and Leadex, which provides solutions to all market segments. <http://www.stylisgroup.com/>

Regional Sales and Division Manager, February 2016 till December 2019
Al Hoshan Group (Jeddah KSA)

Company Profile:

Hoshan Group is a multi-division company operating in the Middle East that represents renowned international suppliers like Herman Miller, Nemschoff, Geiger, ISKU, DVO, Sharp and Konica Minolta, which provides solutions to all market segments. <http://www.hoshangroup.com/>

Highlights:

Managed a portfolio of VIP clients in various sectors including **Universities** – King Abdul-Aziz University, King Khalid University, Jizan University and King Abdullah University for Science and Technology (KAUST), **Banks** – Jazeera Bank, National Commercial Bank, Alinma Bank, Saudi France Bank and Al Rajhi Bank, **Hospitals** – King Faisal Specialist Hospital, government agencies and **Ministries** – Civil Aviation, National Guards and Royal Commission of Yanbu, **Industries** – SABIC, Saudi Aramco and YASREF.

Key Responsibilities:

- Develop and deliver sales plan & strategies to improve market share in all product lines in conjunction with General Manager.
- Plan and ensure business expansion by addition of new products and venturing into new untapped territories.
- Accurately forecast monthly, quarterly and yearly sales and work along with the sales team to achieve the set targets and achieve Division profits.
- Build productive and profitable business relationships with key customers and partners, service all orders, and ensure complete customer satisfaction.
- Deliver all regional operational objectives by leading the development and execution of strategic plans, preparing and completing action plans monitoring performance and resolving problems.
- Accomplish regional sales human resources objectives by recruiting, hiring, orienting, training, deploying, coaching, counseling, and disciplining employees across the region.

Western and South Regional Sales Manager, January 2014 – January 2016
Alshaya International – Projects Division (Jeddah KSA)

Company Profile:

A member of the Alshaya Group, the Projects Division (work Space) provides complete solutions for office furniture, Kitchens, Sanitary ware, residential furniture, fit outs, building materials and turnkey services to all clients <http://alshayaenterprises.com/>

Key Responsibilities:

- Prepared cost estimates for projects against client requirements and formulated pricing strategies to deliver complete bids to clients.
- Worked closely with the sales team in tracking the market, identifying, and pursuing new business opportunities and expanding the company's business across the region.
- Liaised with international suppliers in Italy, Spain, Poland and USA and procured required materials at best prices and terms.
- Promoted the company by participating in meetings of trade associations and visited international suppliers and exhibitions in Italy, Germany, Spain, and Poland to identify the latest products and solutions.

Manager – Project Sales, January 2010 – January 2014
Alshaya International – Projects Division (Jeddah KSA)

Key Responsibilities:

- Worked with cross-functional teams in analyzing and understanding scope and deliverables of projects and supported on time within budget execution of all projects.
- Managed project communication with all internal and external stakeholders as the principal sales and marketing point of contact facilitating resolution of commercial, contractual and technical issues.
- Participated in developing, implementing, reviewing and updating strategic plans to achieve all business objectives of sales, revenues, profits and growth.
- Contributed to formulation and execution of action plans for continual improvements in production, productivity, quality and customer service standards.
- Accepted challenges, accomplished new and different requests adding value to delivery to clients, and enhanced the reputation of the department and the organization.

Project Sales Executive, February 2009 – January 2010
Alshaya International – Projects Division (Doha Qatar)

Highlights:

Managed VIP client accounts like Qatar Petroleum, Qatar Foundation, Qatar Gas, Harinsa Group and Barwa Group.

Key Responsibilities:

- Managed a client base comprising of reputable organizations in the oil and gas, real estate and service sectors in Qatar ensuring consistent high quality service and support.
- Generated leads and followed up with potential clients, delivered company and product presentations, marketing materials and samples and coordinated for achieving sales as per target.
- Tracked competition in the market, identifying and evaluating threats and gaps in the company's products and provided inputs to management for effective strategizing.
- Built and sustained good professional relations with all customers through prompt response to queries and requests, superior service delivery and issue resolution.

PREVIOUS ASSIGNMENTS

- **March 2007 to December 2008 (1 Year 8 Months):** Executive – Business Development for Johnson & Johnson, Ebn Sina Medical Co, Doha Qatar – Developed and implemented marketing and promotional schemes and introduced a competitive bonus scheme and successfully met sales target with 20% annual growth.
- **April 2005 to February 2007 (1 Year 10 Months):** Team Leader - Sales, Bartercard International, Doha Qatar – Successfully achieved 50 sales in one year
- **4 Months:** External Audit Trainee, Talal Abu-Ghazaleh Company, Jordan
- **1 Year 1 Month:** Marketing Specialist, Fine Hygienic Paper Co Ltd, Jordan

EDUCATION

Yarmouk University, Irbid Jordan

Bachelor's Degree in Accounting (June 2003)

PERSONAL INFORMATION

- **Nationality:** Jordan
- **Date of Birth:** 30/11/1980
- **Marital Status:** Married with Two Kids
- **Language:** Fluent in English and Arabic, Beginner in French
- **Driving License:** KSA, Qatar and Jordan
- **Certificates:** IELTS 6.5
- **Training:** Miller Heiman Selling Skills. AL Shaya Academy Selling Skills 1 & 2