

CURRICULUM VITAE

Name : MOHAMMED ABDULAZIZ A. ALZEER
Date of Birth : 19/02/1976
Place of Birth : Riyadh
Nationality : Palestine (married to a Saudi wife)
Marital Status : Married
Qualification : Bachelor, Business Administration
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Qualifications:

- ❖ Holds a Bachelor's degree B.B.A Business Administration in 1999 from al-manoufia University from the Arab Republic of Egypt in the year, with a grade of good.
- ❖ A two-year Training Course on Civil Aviation from the Egypt Air Training Academy in 1994 AD from the Arab Republic of Egypt.
- ❖ Computer Course (Data Input and Text Processing) for 6 months from Ibn Al Haytham Institute in Riyadh.
- ❖ Six-month Training Course in Public Relations and Reception of Delegations at the Paradise International Hotels Group from Egypt:
- ❖ A three-month Training Course in Insurance Services and Customer Services of the Saudi Insurance Company (Meethaq) in Riyadh
- ❖ Three-month Training Course in Public Relations and Management from the Arab Foundation for Research and Public Relations in Riyadh
- ❖ Six-month Training Course on Maintenance of Marine Engines from the Brunswick Marine Company (EMEA) (Mercury Marine) in the United Arab Emirates.
- ❖ Three-month Training Course on Maintenance of Hovercraft and Marine Engines from the EPS Marine Company in the USA.

Experience:

- ❖ I worked for Three years from 1999 to 2002 as the Director of Marketing and Sales. At Arab Research and Relations Co. (ARAB PR) in Riyadh, which is contracting with the Ministry of Education and the Ministry of Health to administer and market the benefits program and guide for employees of the two ministries.
- ❖ I worked for Two years from 2002 to 2004 in the Saudi Insurance Company (Meethaq) in Riyadh and Jeddah as an Executive Director of Sales and Customer Services.
- ❖ I worked for Three years from 2004 to 2006 in the Al-Zahy Factories Group for Chemical, Plastic and Paints Industries in Khamis Mushait and Jeddah as a Deputy General Manager for Marketing and Sales.
- ❖ I worked for Fourteen years from 2007 to 2020 in the (Rezayat Trading Group) in Al Khobar as a Commercial Manager for the Department of Maritime and Military Services.

Skills and Abilities:

- ❖ Ability to lead a team work and achieve the best results.
- ❖ Ability to develop and grow marketing, sales plans and achieve the best results.
- ❖ Ability and serious desire to achieve the best results.
- ❖ Ability to receive clients, persuade and deal with them, and carry out all the work assigned to.
- ❖ Ability to use computer in all its programs.
- ❖ For strategic planning ability, commercial awareness, and improvement of the organization's position in the market
- ❖ Experience in managing sales, marketing and customer relations
- ❖ Good and in-depth understanding of the methods and approaches for preparing and analyzing market research
- ❖ Strong knowledge of performance reporting, financial operations and budgets.
- ❖ Possessing organizational and leadership skills
- ❖ Ability to work and know the specific market in which the institution operates.
- ❖ The ability to form, as well as control, existing and proposed distribution channels.
- ❖ Switch to the marketing system to implement various advertising projects effectively.
- ❖ Ability to communicate with VIP clients, sign contracts for large transactions.
- ❖ Good command of the English language to communicate and work with documents.
- ❖ The ability to identify trends in selling the company's products and providing its services.
- ❖ Ability to develop strategic plans.
- ❖ Ability to communicate with supplier partners.
- ❖ Ability to manage sales managers.
- ❖ Ability to manage the budget in all departments of the organization.
- ❖ Ability to organize marketing activities.
- ❖ Ability to reduce business costs.

Fully comply with all requirements of the company director and develop and expand business relations. And adhere to the current work plan and follow-up and supervise the work of the sales, marketing and logistics departments. And the formation and maintenance of relationships with the main clients of the company.

The ability to handle issues related to operational management, trade, cash circulation, financial planning and the safety of various physical assets. And monitor the implementation of the overall business plan, as well as the company budget.

Coordinate the development and implementation of the company's marketing strategy. This affects directly the increase of the financial position of the company in the future.

Monitor and coordinate the development of quality standards and storage of products or services, as well as their quantity. And its varied size and production scale.