
AMR KADDAH

Work at Advanced Smart Intergration
FROM 2011 TO 2021

SCIENTIFIC QUALIFICATION

Cordoba Private University for Science and Technology
BUSINESS ADMINISTRATION

GRADUATION DATE 2010



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Nationality: Syrian
Birth date: 01/01/1988



SALES EXECUTIVE

EXPEIANCE

Dates From 2011– To 2013

Listen to customer requirements and present appropriately to make a sale.

Maintain and develop relationships with existing customers in person and via telephone calls and emails.

Negotiate on price, costs, delivery and specifications with buyers and managers.

Call to arrange meetings with potential customers to prospect for new business.

Negotiate the terms of an agreement and close sales.

Gather market and customer information.

Advise on forthcoming product developments and discuss special promotions.

Create detailed proposal documents.

Review your own sales performance.

Good communication skills.

Good business knowledge.

ACCOUNT MANAGER

EXPERIENCE

Dates From 2013– To 2015

Developing strong relationships with customers, connecting with key business executives.

Answer client queries and identify new business opportunities among existing customers.

Identifies market potential.

Ability to prepare sales reports monthly.

Closes sales by building rapport with potential account, explaining product and service capabilities overcoming objections and preparing contracts.

Expands sales in existing accounts by introducing new products and services.

Updates job knowledge by potential and available opportunities.

Strengthen relationships with current customers and open a line with new customers.



Ability to negotiate and convince hesitant customers

. BUSINESS DEVELOPMENT MANAGER

EXPERIENCE

Dates From 2015– To 2021

Ability to develop pipeline annually.

Research and meet relevant parties on tenders within the sectors of interest to receive RFPs, assist a quality proposal submission and follow up till contract. Signature Communicate with clients at a senior level to resolve issues and inquiries.

Generate innovative ideas to support customers and promoting brand awareness.

Use client feedback to improve customer experience.

SOME OF PROJECTS IMPLEMENTED

Universities

These customers have knowledge and ability to identify the best product and brand, so we had to choose the best solution which service their needs.

Jazan University

It was in 2013

It was a tender we faced a strong competition with NEC Interactive/Ultra short throw projector.

Through several meetings with IT Manager in Jazan University, I could to convince him in Optoma brand by:

Making a comparison sheet between Optoma VS NEC (mention the higher specifications are available in Optoma brand and the great support we will provide to Jazan University.

The items were provided

SMART 600 Series, Optoma X306st and W307USTi





Al Jouf University

It was in 2014

I provided to Deanship of e-Learning and Distance Education e-learning solution which is the presentation of the interactive projector and mentioned the advantages that will be earned by the educational process

The items were provided:

Optoma W307UST and W307USTi

Taibah University

Between 2012 to 2016

I provided many services to this university as a result I have strong relations with the Director of Educational Services so we have been able to compete with many companies such as Epson and worked with them for several years.

The items were provided:

SmartVision, SMART Board 800 series

Bisha University

It was in 2014

I made a presentation for IT Manager, we explained the excellent specification, sales after service and technical support that provided by Optoma and ASI

The items were provided:

SMART Table, SMART 800 series, Optoma W316, X316 and X306ST

In 2017 we are working at a tender 70 units of Interactive projector W319USTi

UMM Al-Qura University

It was in from 2013- to 2015

Helped and supported my Sales Manager to provided best solution for HD projector

The items were provided:

Interactive Flat Panel SMART 8000 series, Optoma EH2060

Prince Muqrin University

It was in 2015, 2016 and 2017

I provided good solution which reduce the shadow resulting from desktop projector.





Nescot College

Between 2015 and 2017

I suggest the interactive solutions

The items were provided

SMART projector UX60, W319USTi and X316

General Administrations

I faced hardness with these customers because of their lack of knowledge of modern educational products

I have made great efforts to convince them that the interactive projectors are better than normal.

Najran Education

It was in 2015

I provide Interactive projector W307USTi

Al Jouf Education

It was in 2012, 2013, 2014 and 2015

I provide many models such as:

W307USTi, X306ST, X316, ES550.

Jazan Education

It was in 2013

I provide a simple solution for small classroom it was Optoma S300

BenQ Interactive Flat Panel RP702





Schools

Al Ekhaa School

Between 2011- to 2106

I presented them and suggest a solution to reduce the projector's shadow for safety of teachers

SMART Board 480, Optoma ES550, X306st, X610st,

For new building:

BenQ Interactive flat Panel RP652, two language lab ROBOTEL

For Auditorium

Geha electric screen 6x4m, Christie Digital projector LX1750 and AHA Digital podium

Dar Al Faker School

Between 2014 to 2019

Suggest full HD short throw projectors

Optoma EH200ST

For Auditorium

Geha electric screen 4x3m, Christie Digital projector LX501

Dar Al Zeker School

Between 2014 to 2020

Suggest BenQ short throw projectors MX806st and SMART Board SBM685

Al Andalus School

Between 2016-2020

Suggest short throw projectors

SMART Board 480 and Optoma 316st

Advanced Generational school



It was in 2013

I presented them and suggest interactive /ultra-short throw projector

Optoma W307UST and W307USTi

Ajyal Al Wafaa School

Between 2012 to 2020

Suggest short throw and mobile projectors, they had different size of classrooms.

SMART Board SBM685, Optoma ES550, X306ST, X307UST, S312 and S341

Jeddah Privet schools:

It was in 2015

Suggest Interactive Epson projector EB-W485wi

There are many schools we provided offers for mobile and short/ultra/ interactive projectors, where we could get their trust.

Full HD Projectors

About Full HD projectors we exceed a lot of competitors through purity of colors, quality of projectors Heavy duty, high contrast ratio, Super-sized of home cinema and Full 3D.

Hotels

We have a lot of hotels and companies contracted for setup of meeting rooms and wedding halls Crowne Plaza, Hayat park, Sheraton, Radisson blue, Ramada Jeddah.

