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Summary

Professional business development executive manager, with a proven track records inside Saudi Arabia in both Industrial and Construction sector.

Experience



Business Development Manager

Advancers Company Ltd

Dec 2015 - Present (5 years 2 months +)

Company is a medium size MEP subcontractor (Piping, HVAC, Duct, Insulation,)

Planning and overseeing new opportunities, setting company annual plan and implementation, developing quotes and proposals for clients. following up marketing activities, company image and marketing plan, setting goals and targets, leading business development team to achieve goals, following up customer satisfaction.



Business Development Manager

Construction Management Consultant

Feb 2014 - Nov 2015 (1 year 10 months)

Identify new business opportunities - including new markets, growth areas, (Project Management services and Project Management Support services) through Kingdom of Saudi Arabia, running and handling remote projects.



Eastern Province Sales Manager

Saudi Paint Co.LTD

Jul 2011 - Jan 2014 (2 years 7 months)

Following up four segments of paint and coating sales (Industrial, Decorative, Projects and Inks)

Supervising a team of six salesmen, storekeeper, three labors and two trucks covering the four segments within Eastern Province

Carrying out market survey study, sales data and market opportunities, market growth annually to assign sales target for each segment, total branch budget and requirements. Supervising the implementation of quarter plan, annual plan and reports from each segment, giving support when required.

Developing stocker distributor agreement with ARAMCO, including add of 20 more new products for Saudi Paint Company in ARAMCO (matching specifications with Aramco`s managing required tests with independent labs submitting and following up. Following up export activities to GCC countries. A total sales growth of 20% in 2012 and 30% 1st half of 2013.

Participating and managing local and international business events like Saudi Build, Gulf Interiors.



Sales Executive

Saudi Paint Co.LTD

Oct 2005 - Jul 2011 (5 years 10 months)

Managing key accounts in Eastern Province (Aramco, Saudi Electricity, Alcatel CIT, Azmeel, Developing AERAMCO stocker distributor agreement in 2009 with adding 18 new products in ARAMCO 9CAT database

Registering Paintco in Saudi Electricity and adding our products for Paintco in SEC system 2009

Getting approval from Haskoning Int'l Consultant on Paintco Epoxy Floor paint for the project of Khalifa Ben Salman Sea Port in Bahrain.

Preparing of our Intumescent Paint Quotation and spreading rates required to maintain 1 hour fireproof rate to the steel construction of Issa Sport City Bahrain



Sales Supervisor

Chemicals and Minerals International Co.

Jan 2001 - Oct 2005 (4 years 10 months)

Company was manufacturing and selling mineral salts (Tri and Disodium Phosphate, Copper Sulfate, Zinc Sulfate ... to a wide range of industrial end users (Water treatment, Dying and Food industry)

Coaching supervising a team of three salesmen in Delta Egypt and Alexandria

Following up factory for technical properties, batching material required, store and delivery section for delivery information and finance for invoicing and collection status.

Exploring new customers and marketing opportunities.



Sales Executive

Alexandria Pharmaceutical & Chemical Industries SA

Oct 1998 - Jan 2001 (2 years 4 months)

Sales in west of Alexandria, Borg Elarab and Matrouh

Education



Rome Business School

MBA, Business Administration and Management 2018 - 2019



Alexandria University

Bachelor of Science (B.Sc.), Chemistry 1989 - 1994

Courses



Designing the Organization: From Strategy to Organizational Structure -

Coursera

5TXUE2N8PWZ3



Strategic Leadership and Management - University of Illinois at Urbana-Champaign

U9E8HQNXFPNR



Digital Marketing Course - Egyptian Cultural Center

Marital Status (Married),

DOB. 01/08/1970,

Hobbies (Reading)