

Resume

Zeeshan Akbar
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Profile:

My interest in business marketing developed early at school and turned into passion over the years. By employment in various respected firms, I understood the practical application of the principle and strategies of business development, sales, marketing, procurement, and administration in most professional manner. I seek an opportunity to apply creative thinking in business relative tasks insights at a strategic level. I wish to achieve all this while remaining a valuable commodity to my employer firm.

I have strong experience in business dealings, either to purchase or sell for a business purposes as a company front face. Having strong background in Sales, Operations & Purchasing, which makes me strong as negotiable personality, so I can bring out better results because of better market knowledge and good market relation in many business sectors.

Having strong experience & knowledge to deal with sector like Aramco, Royal Commission, Sabic & other respective companies which makes my knowledge way meaningful to maintain standard & reach above expectations.

Professional Skills:

Language skills - English, Arabic, Urdu

IT Skills:

MS Outlook, MS Excel, MS Word, MS Power point, MS Dynamics, CRM, ERP, SAP Ariba, Still learning further...

KEY SKILLS AND COMPETENCIES:

- ✓ Complete knowledge in all aspects of business process including: new account application, meeting customer expectations, customer complaints, credit facilities, invoice payments, prepare legal files etc (complete account management)
- ✓ Attend technical meetings to provide productive solutions based on our products / services.
- ✓ Professional experience to attend & conclude Bids including reviewing, counter questions, identifying hidden aspects, planning, concluding technical & commercial proposals etc.
- ✓ Professional experience in dealing projects related to Government & Private sectors including Mega & Medium size Projects.
- ✓ Create productive plans.
- ✓ Can evaluate, organize & make sure of required documents which remain useful & beneficial legally for company in order to save our right if client doesn't pay.
- ✓ Understands legal procedures & policies to comply with.
- ✓ Understands importance of operations relates to sales to meet customers satisfaction, therefore make sure to involve in all operational tasks to make sure all process goes well to bring out perfect outcome.
- ✓ Commercial Awareness, Trustworthiness Ethics, Organisational Skills.

Work Experience:

2019 – Present: SIXT – KSA Franchise (Operated by)



**Samara Land Transportation Services Co
(Al Turki Holding Subsidiary)
Key Accounts Manager – H.O. Al-Khobar**



2017 – 2019: Saudi Ready-Mix Concrete Company LTD
(Al Turki Holding Subsidiary)
Senior Sales Executive – Jubail Region



2014 – 2017: Eastern Trading & Contracting Co.
(Ready Mix Concrete & Blocks Div.) ETE Group
Sales, Business Development Executive – H.O. Al-Khobar



2011 – 2013: Tawuniya Insurance Company
Data Operator – Dammam



2008 – 2011: Triple Fast Trading for Industrial Supply
Procurement & Supply chain – Al-Khobar

Education:

Sandler Training
Sandler's Sales Training / Human psychology learning Certification

Al Hussan Institute of Management and Computer Science
B.B.A. (bachelor's in business administration)

Al Khaleej Training and Education
Diploma in Microsoft Excel

PIS Al-Khobar
I.COM (Intermediate in Commerce)

PIS Al-Khobar
Secondary School

Valuable Details:

Transferable Iqama
Driving license

Present Address:

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References available upon request