

Abdulruof Daoud

Area Sales Manager with over 22 years of experience in Sales.

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Saudi Arabia

WORK HISTORY

Express Information Technology IoT & Smart Transportation **01/2022 – Presently Working**

Area Sales Manager- Fleet Management System

- Using relationships to get the sales opportunities
- Good experience in studying the tenders for governmental and privatesectors.
- Closing new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Devoting practical experience in teamwork to win the opportunities.
- Screening potential business deals by analyzing market strategies, dealrequirements, potential, and financials.

Bazy Trading & contracting Company (BAZY)-

12/2020 – 12/2021

STC solutionsdepartment

Key Account Manager

- Follow up with clients and finalization of deals after negotiation.
- Plan successful strategies to target and develop new clients
- Drive the sales effort with continual contact and face to face meetings withkey decision makers
- Sell Internet DIA & Data services, Voice services, land line Build the
- ICT solutions (tracking Solutions-Data Center Solutions-mart Security
- Camera Management System -M2M SIM-Managed Wi-Fi –VPN solutions.

Etihad Etisalat - MOBILY Telecom

09/2013 - 10/2020

Retail & Distribution department.

Resellers Supervisor

- Supervise teams of mass market developers all over the region who provide filed force responsible for routine visits, training, merchandising.
- Sales supervisory and project management with focus on Resellers wholesale.
- Support and developing the (Hajj Project).
- Responsible for developing strategic account plan and initiatives to drive
- growth and differentiation for the distributor and its channel partners
- Establish the new Sales Development and lead the POS functionscovering all Saudi Arabia retail & distribution.

EDUCATION

2002

Bachelor Degree

Economics and Administrative Sciences

Banking & financial sciences

Zarka Private University - Jordan

LANGUAGES

Arabic:

Native language

English:

Advanced

ADDITIONAL INFORMATION

Valid Driving License

Transferrable Iqama

EtiHAD Etisalat - MOBILY.(B 2 B) Business Department

01/2011 - 08/2013

Senior Business Account Manager

- Preparing quotations and proposals for customers.
- Work with clients on identifying and executing recruiting strategies.
- Focus on the creation of new opportunities and business development.
- Participate in creating and developing corporate accounts database Maintain
- high profile within trade and professional associations, dealing with corporate
- customer list

EtiHAD Etisalat – MOBILY.Retail & Distribution department

06/2008 - 12/2010

Senior Mass Market Developer II

- Developed and enhanced the reseller's outlets in terms of branding, services and sales.
- Lead the making of the regular weekly and monthly reports of the operational.
- Worked on field with resellers and partners ensuring better coordination between their teams and the mass market developer's teams.
- Participated in introducing the Resellers strategy that will best serve & achieve the company's goals & targets.
- Followed up and studied all the pricing process & new service packages launched by the competing companies.
- Developed promotional activities such as merchandising material, training material for resellers and helped create an ongoing information flow for resellers and partners via SMS campaigns, news flashes, monthly newsletters for Mobily offers and services and newly introduced promotions.

Arabian Computer Supplies Co. (ARCOM)

02/2007 - 05/2008

Business Account Manager – Electronic Service

- Sell and distribution (**escan**) is an internet security solution that provides virus protection to small and medium business, enterprise and home users.
- Develop new business with existing clients and/ or identify areas of improvement to meet sales quotas.
- Follow up with clients and finalization of deals after negotiation.
- Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors

Nesma Internet – ISP - ELM Project

09/2002 - 01/2007

Sales Team Leader

- Marketing and activating electronic services provided by **Elm Company**.
- Client's training on electronic services.
- Creativity to build the marketing plan and innovation of new marketing methods.
- assist with challenging client requests or issue escalations as needed.

SKILLS

- Project Management
- Team Management
- Forecasting and Reporting
- Product Management
- Training course in selling skills.
- High social and communication skills.

TRAINING COURSES

- Sales Skills professional
- Credit Adviser Professional Exam – Saudi Central Bank