

Bakr Yagoub

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EDUCATION:

2009-2011 - Leeds University BSc (Hons) in Business Management

2007-2009 - Northbrook College Worthing West Sussex BTEC National Diploma in Hospitality Business Management

1999-2003 Stancliffe Hall School, Derbyshire, United Kingdom

EXPERIENCE:

Business Development Manager
Nesma Trading, Al-Khobar KSA.

August 2020 – Present

Generated new sales opportunities by developing relationships with new and existing clients. Built and managed a sales team to enhance and refine customer relationships and satisfaction. Work with other departments to monitor and analyze data to seek market opportunities. Conduct weekly meetings with the sales team to discuss new opportunities, share local and national project updates, and provide sales figures. Supervising and directing employees in their day-to-day tasks. Regular visits to update clients on the plethora of services that Nesma Trading provide. Working and aligning with the relevant department within Nesma Trading to assist customers in a professional manner.

Business Development Manager
Saudi Trading and Research, Al-Khobar KSA.

February 2017- August 2020

Meet customers on a regular basis and grow the business whilst building strong relationships. Introduce new cost-effective solutions to existing products. Provide pricing to customers on a quarterly basis and follow up to ensure that the company's prices are competitive. Responsible for Order Placement Timing, Supply/ Demand Alignment, Material Replenishment and Supplier Performance. Continuously monitoring, evaluating and improving supplier performance.

Account Manager
Tetra Pak, Jeddah KSA.

June 2015- January 2017

First point of contact to all customer issues, develop a good working relationship with clients, assist with placement of orders, logistics or supply chain issues. Maintaining a high level of professionalism with clients and working to establish a positive rapport with key individuals.

LANGUAGES

Arabic – Native Language

English – Native Language

COMPUTER SKILLS:

Microsoft Office; Excel, Word, Access, PowerPoint

SAP Finance & Accounting System "System, Application & Products"

Skills and Additional Information:

- 1- Results driven
- 2- Excellent numeracy and IT skills
- 3- Punctual and well presented
- 4- Able to work individually or in a team
- 5- Adaptable to new situations
- 6- Able to work under pressure
- 7- Enjoy a competitive environment

REFERENCES:

Available on request.