



# Nidal Adel Khalil Mohammad

**Food Service & Catering Sales Supervisor at AI-SUNBULAH GROUP**

Mobile number : 966.557664006

Email Address: Nkm@sunbulahgroup.com

Bayt.com profile: <https://people.bayt.com/nidal-allahham>

---

## PERSONAL SUMMARY

Management

---

## PERSONAL INFORMATION

Birth date: 11 September 1978

Nationality: Jordan

Residence Country: Saudi Arabia

---

## PREFERRED JOB

Preferred Job: Management

---

## WORK EXPERIENCE

**Total Years of Experience: 20 years, 2 months**

**Food Service & Catering Sales Supervisor  
at AI-SUNBULAH GROUP**

July 2014 – Present

Saudi Arabia – Dammam

Achieves maximum sales profitability, growth and account penetration within an assigned Catering market

**DETAILS OF FUNCTION:**

Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned market segment to generate new business for the organization's products.

- Makes telephone calls and in-person visits and presentations to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Expedites the resolution of customer problems and complaints.
- Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.
- Analyzes the market's potential and determines the value of existing and prospective customers value to the organization.
- Creates and manages a customer value plan for existing customers highlighting profile, share and value opportunities.

**Branch Manager – Diet World Center at  
specialized medical center Hospital**

March 2005 – February 2014

Saudi Arabia – Eastern Province

I have joined the Diet World Center (a branch of the Specialized Medical Center Hospital )

(Diet world is a weight management center that offers weight loss programs for a healthier living. Our main program is the “Home Meal” service, where we cater and deliver diet food directly to our customer’s homes. We have been operating in Riyadh (through Specialized Medical Center Hospital) since 1999 and have expanded to other regions as well)

I worked under the supervision of the country director, assisted in formulating and implementing policies and procedures by which employees must abide when performing tasks. Carried out different administrative tasks to support the country manager in organizing various objectives.

Duties & Responsibilities:

- Provided strategic direction and leadership to the development and operation of the Diet World Center.
- Led the business growth from start up to a successful ongoing steady operational mode.
- Steered the company’s strategic growth plans by building teams, identifying and evaluating new business opportunities, and developing the brand and organizational structure.
- Planned and managed daily operations, formulated policies and procedures, executed expansions.
- Implemented improvements and efficiency to operations. Lead teams of different departments to achieve their sales & budget targets, control operational costs, maximize the potential of center management through performance management, coaching, & identifying development opportunities to ensure all sections are staffed correctly including ongoing monitoring of manpower planning.
- Developed and managed a new concept of ‘diet fast food outlet’ in the food court of Dahran Mall.
- Develop and maintain effective working relationships with all customers within agreed areas of responsibility.
- Monitor accounts payable and ensure payments are up to date, process payment transfer request or check payment request.
- Prepare correspondence, reports, and materials which are clear and easy to understand for meetings and presentations

-----  
-----

**Supply Chain Manager at specialized  
medical center hospital**

April 2001 – November 2004

Saudi Arabia – Riyadh

Warehousing & Purchasing Supervisor at Specialized Medical Center Hospital 2001 – 2005

Riyadh – Saudi Arabia

Worked as Supervisor in the main warehouse (medical & non–medical) at the Specialized Medical Center Hospital and as the assistant purchasing manager.

Duties & responsibilities:

- Supervised the Receiving Area.
- Supervised the issue of all items medical & non-medical to all departments.
- Supervised the Food & Beverage receiving as per policies and procedures.
- Presented weekly reports to the chief financial officer.
- Acted as the liaison between the hospital suppliers with daily follow up on quotations, deliveries, and payments.
- Solicited new suppliers in the aim to get the best prices in the market for all major items.

---

**Supervisor of outpatient department at** September 1999 – October 2001  
**Al-Hammadi Hospital**  
Saudi Arabia – Riyadh

- Supervised department cashiers, receptionists, and attendance records.
- Conducted quality control checks in accordance with instructions and inspection logs.
- Referred necessary reports to the department manager.
- Coordinated and updated staff schedules and activities.
- Assisted with handing specific tasks to team members and managed minutes of meetings.
- Organized and maintained files, patient lists, purchase orders, and invoices related to department.

---

**EDUCATION**

**Bachelor's degree / Business  
Administration at King Faisal Unive  
Saudi Arabia – Dammam  
June 2013**

**Diploma / Computer science at Med  
University College  
Jordan  
July 1999**  
Computer Programming

---

**SKILLS**

vb / Level: Intermediate

---

**LANGUAGES**

English / Level: Expert

---

## REFERENCES

**Mazen Faisal Najjar**

Director  
specialized medical center hospital  
966.504464167  
mfnajjar1@gmail.com



Powered By Bayt.com