

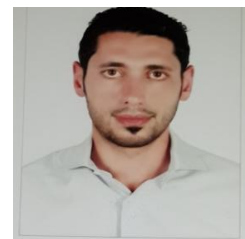
# Ali Outa

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## Objective

My aim is to build a successful career, be independent and mature enough to plan for a better future with a higher standard of living. Besides my educational background, I believe my optimal self confidence, solid communication skills, and good problem-solving abilities will enable me to be involved in the institution business development process and give the best under any circumstances. I will be very proud if I have the chance to reach my objective through your institution

## Education

**Business Adminstation & Managment,**  
**BAU– Beirut Arab University** 2 years  
Beirut, Lebanon, 2004.  
**Bachelor in Business Administration at New York Global University**  
**Online Graduated at 20 December 2008**

## Capabilities & Skills

### Skills:

- Excellent communication and social skills, proven leadership, organized and highly motivated.
- Proficient with Microsoft Office applications and the Internet.
- Supervisory, Management and Sales experience.
- Proven ability to prioritize workloads, meet deadlines, and complete tasks.
- Proven ability to increase sales by establishing customer relationships, generating new business and developing action plans.
- Goal setter and achiever
- Team player- works well individually and with others.

### Personality:

- Highly work motivated and able to work with a team, under pressure and within extreme deadlines.
- Talented, Creative, and capable of developing quick alternatives and solutions.
- Accurate & pays attention to details in all aspects of work.

### Languages::

- Arabic : Native language
- English: Fluent (written, read, & spoken)

References: Available upon request.

## Professional Experience

### ***April 2017 To July 2017***

#### ***Sales Manager at beIN Media Group (Eastern region)***

I Joined beIN Media Group on first of April 2017 I started my career as Direct Sales Manager managing 20 Sales agents with establishing 8 Point of Sales for selling beIN sport channels in Eastern region starting with 4 locations in Khobar and 2 in Dammam and 1 in Jubail and 1 location in Al Hassa.

Moreover, due to the politics issue between Qatar and Saudi Arabia everything is suspended.

### ***April 2013 To March 2017***

#### ***Direct Sales Manager at OSN (Direct Sales, Retail, Street Force, Call Center)– OSN – Saudi Arabia, Central Region (Riyadh)***

- Plan persuasive approaches and pitches that convince potential clients to do business with the company, set targets for sales and provide support that continually improve the sales. My main role is to support my team to hit and achieve their new target and maintain and save our existing customers to grow the business and hit our monthly plan. Also manage the sales activities prepare strategic plans to develop the pipeline of new business

#### ***Direct Sales Manager KSA /Central Region Riyadh : OSN***

#### ***Job Description :***

- Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Responsible for the performance and development of the sales agents.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assists in the development and implementation of marketing plans as needed.
- Conducts one-on-one review with all sales agents to build more effective communications, to understand training and development needs, and to provide insight for the improvement of sales agent's sales and activity performance.
- Provides timely feedback to senior management regarding performance.
- Maintains accurate records of all pricings, sales, and activity reports submitted by sales agents.
- Creates and conducts proposal presentations and RFP responses.
- Controls expenses to meet budget guidelines.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Recruits, tests, and hires sales agents based on criteria agreed upon by senior management.

## ***2011-2013 Direct Sales Manager KSA- North Region***

### **Achievements:**

- Built a team of 20 agents in the remote area.
- Made an expansion plan for the north region by opening a new location out of 4 locations to be 10 locations.
- Increased the productivity of the sales agents.
- Improved the new sales performance 20% in the first 6 month.

### ***January 2009 - 2011***

#### ***Sales Team Manager at OSN***

#### ***Direct Sales – OSN – Saudi Arabia, Central Region & Westren Region***

#### ***Job Descriptions :***

- Allocating tasks to staff.
- Ensuring the performance of the staff is of a high standard.
- Prepares action plans by individuals as well as by team for effective search of sales leads and prospects.
- Following up with the team, attendance, opening on time, marketing materials.
- Coaching and training.
- Spend time with the team in field to make sure the businesses are operating in proper way.
- Reporting to the sales manager.
- Evaluate the team and accordingly rise any issue to the sales manager for action.

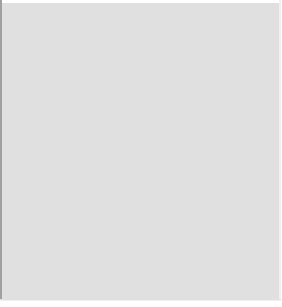
### ***2006 - 2009***

#### ***Showtime KSA , Executive Sales Representative Eastern Region***

#### ***Responsibilities :***

- Reporting to the Eastern region Team Manager.
- Preparing Periodical reports and presentations.
- Opening and closing the location according to the company SOPs.
- Initiate follow-up calls with contracted customers.
- Executive outdoor visits to support achieving the targets.
- Establishing a wide database of potential customers.
- Solving customer's problems.
- Handling all financial transactions with the sales including end of day reconciliation.

#### ***Achievements:***

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- Successfully achieving the monthly targets for served three years which contributed in the overall achievements of the eastern region.
  - Recognized as Top salesman of the month among the entire kingdom several times.
  - Assisting the commercial department in closing more than seven bulk deals in 2008 and 2009.