

## Professional Profile

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A seasoned, sales-oriented Business Development Professional with wide experience in MENA markets, especially GCC. Below is a summary of companies where I worked and skills I have, but what really matters is what I can do to take your business to the next level!

- Thirteen years of achievements in sales and business development
- Travelled to and worked with clients in all GCC countries with a decent database of CXOs and decision influencers
- Attended sales training sessions by Microsoft, Oracle, Blockchain, HP, Cisco, and Motorola
- Extremely familiar with technical jargon and software development environments as well the IOT, AI, ECM, Robotic Process Automation and helping enterprises embrace the Digital Business Transformation.
- Bilingual working capability (Arabic/English)

## Technical & Business Development Experience

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### HIGH TOUCH ACCOUNT MANAGER – Crystal Networks - Beirut, Lebanon - Oct 18 - Present

- Identifying new business opportunities, generating leads, and pitching for potential customers
- Collecting business requirements from clients and cooperating with company team to convert them into a viable technical solution
- Providing business and research support in compiling the technical and financial proposals
- Supervising the sales team and supporting all members to improve their capacity and work performance
- Participating in development and implementation of company sales plans and strategies

### BUSINESS DEVELOPMENT MANAGER – Sword Group - Beirut, Lebanon - Sep 15 – Sep 2018

- Identifying new business opportunities, generating leads, and pitching for potential customers
- Collecting business requirements from clients and cooperating with company team to convert them into a viable technical solution
- Providing business and research support in compiling the technical and financial proposals
- Supervising the sales team and supporting all members to improve their capacity and work performance
- Participating in development and implementation of company sales plans and strategies

### ACCOUNT MANAGER IN GEOSPATIAL SERVICES DEPT – Khatib & Alami – Beirut, Lebanon - Jan 14 - Aug 15

- Met K&A growth goals as set by the department director through follow up and updates
- Built awareness for K&A's GIS services throughout the market
- Provided business and research support in compiling the technical and financial proposals
- Developed structured quarterly business development plans
- Initiated, established, & carried on good business relations with customers and market players

### ACCOUNT MANAGER – Nesma Advanced Technology – Riyadh, KSA – Dec 10 - Dec 13

- Promoted and sold Business Solutions (Network Infrastructure, Data Security, ELV ...)
- Promoted and sold Information Services (Oracle ERP, Documentum ECM, SharePoint, ...)
- Researched, identified, and contacted potential customers
- Compiled different types of bids for clients from the public and private sectors

### SENIOR IT ADMINISTRATOR – SABIS FACILITIES MANAGEMENT – Al-Ain, UAE - Sep 08 – Nov 10

- Lead a team composed of 8 IT professionals
- Administered Microsoft Windows Server 2003 Environment
- Administered and implemented the network design of the company

- Implemented and configured active directory domain tree for two facilities
- Implemented network infrastructure cabling and switches configuration through rules on the ISA server
- Integrated and implemented SABIS Student Management System with SQL server 2005

**SYSTEM & NETWORK ADMINISTRATOR – SADCO – Beirut, Lebanon - Jul 07 – Sep 08**

- Maintained a Microsoft Windows Server 2003 Environment
- Developed DRM (Disaster Recovery Management) case and conducted the feasibility study
- Integrated the CRM system using Oracle database with the help of Istesharat IT solutions company

## **University Education**

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**BACHELOR DEGREE IN COMPUTER SCIENCE, 2007**

Beirut Arab University, Beirut - Lebanon