

## **CURRICULUM VITAE**



- **Personal information:**

Name	:	<b>BASSEL HAMMOUD</b>
Nationality / Gender	:	Lebanese / Male
Date and place of birth	:	11 <sup>th</sup> Jan 1981, Beirut, Lebanon
Marital status	:	Married
Number of Dependents	:	Two
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- **Objective :**

Action-oriented Operations and Business Manager seeking an opportunity to utilize my skills and experience in Initiating and Developing Strategic Innovative Business. Strong Problem-Solving, influence and negotiation skills guarantee successful B2B operation Management and positive long-term in building Business relationships. A team player with a winning attitude and a passion for Added Value Changes looking to make a significant contribution to your company.

- **Work Experience:**

**Feb 2019 – Present**

**Senior Business Development Manager:**

**Computel, Lebanon**



**Job includes:**

- Handling the operational, organizational, and managerial responsibilities.
- Implementing and developing business procedures.
- Negotiating contracts and deals with customers and vendors.
- Developing Business objectives/key goals with respective staff in the team and provide counseling, guidance, and support to drive product sales.
- Identifying new sales and business leads.

**March 2018 – Feb 2019**

**Senior Sales Account Manager:**

**Ideal Solutions Company, Qatar**

**Job includes:**

- Managing a portfolio of accounts.
- Drive effective account planning for the assigned customer base and ensure that plans are aligned to both revenue and strategic outcomes for business.
- To ensure attainment of revenue and associated targets for the territory.
- Coordination between the Product / Business Managers and Clients.
- Identification and qualification of product and solution opportunities leads within managed accounts.
- Identify, plan and implement reaction to competitive activity as identified through relationships with accounts and partners.

**Oct 2016 – Sep 2017**

**Business Development & Operations Manager:**

**RealTime Technologies, Bahrain**



**Job includes:**

- Handling the operational, organizational, and managerial responsibilities.
- Implementing and developing business procedures.
- Negotiating contracts and deals with customers and vendors.
- Acquiring new customers and sell additional products or services to existing ones.
- Developing Business objectives/key goals with respective staff in the team and provide counseling, guidance, and support to drive product sales.
- Identifying new sales and business leads.
- Evaluating the economic and strategic cost-benefit of partnerships.

**Nov 2014 – Sep 2016**

**Business & Sales Manager:**

**International Turnkey Systems (ITS), Bahrain**



**Job includes:**

- Developing Business objectives/key goals with respective staff in the team and provide counseling, guidance, and support to drive product sales.
- Improves program and service quality by devising new applications; updating procedures; evaluating system results with users.
- Managing growth in sales by developing plans jointly with Account Managers, Account Executives and related team members for customer contact efforts.
- Responsible for coaching others within the Business organization on product applications and business development techniques.
- Leading a team of Sales & Business personnel and be responsible and to assist sales personnel to negotiate and close orders, so as to enable them achieve targets.
- Identifying additional business activities, training, or materials necessary to accomplish specific product sales in key accounts or markets and also to ensure selling to new customers.
- Performing analysis on region opportunities and create forecasts for business results.

**Feb 2007 – October 2014**

**Account Manager for:**

**Zayani Infosystems Middle East (Bahrain, Saudi Arabia)**



**Job includes:**

- Managing a portfolio of accounts.
- Drive effective account planning for the assigned customer base and ensure that plans are aligned to both revenue and strategic outcomes for business.
- Drive customer and partner satisfaction through understanding customer needs, providing responsive service to customer issues, integrating partners into the sales process and building relationships with key customer contacts.
- To ensure attainment of revenue and associated targets for the territory.
- Coordination between the Product / Business Managers and Clients.
- Ensure that CRM tool is kept up to date with account activities, opportunities and contacts details.
- Identification and qualification of product and solution opportunities leads within managed accounts.
- Identify, plan and implement reaction to competitive activity as identified through relationships with accounts and partners.
- Using an existing network of industry contacts to generate new business.
- Leading and training other members of the account team.
- Managing the work of account executives.
- Leading project management activity.
- Ensuring necessary actions are undertaken by the account team.
- Delivering sales presentations to high-level executives.
- Maintaining and expanding relationships with existing clients.

**March 2006 – Jan 2007**

**Division Manager for:**

**Capital Group (Manama, Bahrain)**



**Job includes:**

- Responsible for all sales, Business Development Activities and researching for new clients.
- Marketing, Purchasing processes and final close, as well as Quality Control.
- Execution of business development action plans.
- Looking for new interesting product range and Brands.
- Provision of new ideas, which will bring clients with diverse interests.
- Educating our clients on what the IT Solution has to offer.
- Reporting to the Managing Director.

**Jan 2005 – Feb 2006**



**Sales & Marketing Engineer (Project Tech. Support) for:**  
**Al-Mazroui Advanced Technology MATCO (Dubai, UAE)**

**Job includes:**

- Provide business development and sales activities, manages the research of new leads and clients contacts to identify and prioritize potential customers.
- Arrange meetings with prospective clients and provide Technical support when needed with the anticipation of winning new business and customer's satisfaction.
- Responsible for all sales process and final close, as well as Quality Control.
- Prepare and execute business development action plans including the development of proposals, presentations and brochure materials.

**Jan 2004 – Dec 2004**

**Technical Supervisor for:**

**Electro-Mechanic Company EMCO (Beirut, Lebanon)**

**Job includes:**

- Power systems maintenance.
- Assembling and repairing of computers and its parts.
- Designing and manufacturing of UPS, APS, & AVR.
- Programming of microcontrollers.

**March 2004 – June 2004**

**Surgical Instruments Consultant (part time) for:**  
**Scandinavian Hospital Services (SHS) for the project of**  
**Beirut Governmental University Hospital (BGUH)**



**Job includes:**

- Supervisor over delivery of surgical instruments.
- Inspection and quality assurance of delivered instruments.
- Medical gases systems.

**Sep2002-June2003**

**Sergeant in the Lebanese Army (Military Service)**



**Job includes:**

- Internet news coordinator in the ministry of defense.
- Collecting and entering the daily army news to update the army website.

**Jan2000-March2002**

**Technical Supervisor for:**

**Matrix Computers and Electronics (Beirut, Lebanon)**

**Job includes:**

- Assembling and repairing of computers and its parts.
- Software Programmer.

- **Educational Qualifications:**

**2003 - 2005**

**Masters of Business Administration MBA (Specialized in IT)**

Main courses included:

Principles of Management, Strategic Management, International Business, Human Resource Management, Marketing Management, Business Communication, Management Information Systems, Financial Management, E-Business, Decision Support Systems.

**Rutherford University (RU), Wyoming, USA.**

**2001 - 2003**

**LT (Licence Technique) in Industrial Electronics**

Main courses included:

Power Electronics, Micro Controller (Motorola: 6800HC11), Micro Processor (Intel: 8085, 8086 & Z80), Automatic Systems, Servomechanism, Electromatic (HTML, JAVA, Visual Basic), Network, Electrical Installation and lighting, Sensors, PLC.

**Bir-Hasan Technical University (IPNET), Beirut, Lebanon.**

**1998 - 2001**

**TS (Technicien Supérieur) in Computer Science**

Main courses included:

Programming (C, C++), Computer Architecture (Assembly of: Intel 8085, 8086 & Motorola 6800HC11), Electro technique, General Electronics, Automatic Systems, Industrial Organization.

**Amliet Technical College (ETSA), Beirut, Lebanon.**

**1995 - 1998**

**BT (Baccalaureat Technique) in General Electronics**

Main courses included:

Electronics, Electrical Circuits, Audio visual, Lighting.

**Amliet Technical College (ETSA), Beirut, Lebanon.**

- **References:**

Available upon request.

- **Skills & Certifications:**

- Speech Craft Certified From Toast Masters International.
- HP Sales Academy member.
- Business Administration Consultant in Vision Training Center Bahrain.
- Enrolled in Bahrain Management Society.
- Sales Associate Advanced Security Operations Certified From RSA.
- Sales Associate Identity & Access Management Certifies From RSA.

**You are kindly requested to keep the above information confidential.**