

GREGOIRE BEDOYAN

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PROFILE

I am an ethical and driven professional with a strong background in business computing, combining knowledge from both the I.T. and business industries. It is always my priority to prioritize individual growth through actively remaining up to date on modern technologies through self-learning methods, as well as maintaining professional integrity, work ethics, and ensure highest level of standards from my contributions to the organization.

EXPERIENCE

Key Account Executive

2024 - 2025

SERGAS – Integrated Gas Services (I.G.S) – Dubai, United Arab Emirates (UAE)

- Managing a portfolio of over 100 accounts, preparing quotations, drafting contracts, and nurturing client relationships
- Conducted regular proactive meetings to address client requirements or concerns, resolve issues, and ensure client satisfaction.
- Negotiate and finalize contracts to ensure client requirements and company goals are met through increased revenue, value propositions, and achieving KPI Targets.
- Served as the primary point of contact between clients and internal departments, ensuring effective coordination.
- Prepared and managed public tender submissions while ensuring compliance requirements.

Cloud Consultant

2023 - 2024

BIOS Middle East, A ZainTECH Company – Dubai, UAE

- Developing market opportunities and growing business potential through scanning markets, qualifying prospects, building and maintaining relationships with key contacts within vendors as well as key customers.
- Developed sales reports and forecasts to guide decision-making, improving forecasting accuracy by 30%
- Conducted sales demos, identified cross-selling and up-selling opportunities through team collaboration.
- Worked closely with internal teams to develop client outreach strategies and remain responsive in a fast-paced, agile setting.

Sales Specialist / Account Manager

2022 - 2024

KJTech – Dubai, United Arab Emirates

- Spearheaded high profile projects with a global team across various time zones, ensuring successful project delivery through effective project coordination and communication between all stakeholders.
- Prepared proposals, diagrams, SWOT Analyses, customer experience journeys, marketing & sales action plans.
- Conducted meetings to qualify prospect requirements before leading a follow up meeting to provide product demos for clients and partners (e.g. Cisco, Meraki, BIOSME, PublicisLive, Midis Group, Cyviz).
- Coordinated with a team of developers across different time zones to perform risk management, change management, and effectively managing key stakeholders throughout the implementation process.
- Utilized the CRM to boost efficiency, improve marketing strategies and effectiveness, incorporate automation techniques, provide insights & presentations, and document activities & tasks.

EDUCATION

Bachelor of Science in Business Computing - Management Information Systems (MIS)

2018-2022

Notre Dame University-Louaize

SKILLS

Technical Skills: MS Office Suite, PowerBI, HTML, CSS, JS, SQL, PL/SQL, SAP ERP, CRM (HubSpot, Salesforce), Softwares (Odoo & Filemaker Pro), Mailchimp, Smartsheet, Quickbook, Miro, Jira, Cloud Services (AWS), Linux, Virtual Machines

Professional Skills: Project Management, Account Management, Knowledge Management, Technical Sales

Languages: English, Arabic, Armenian