

Loay Rahimi

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Professional Summary

Results-driven Sales Manager with expertise in **business development, client relationship management, and market expansion** in the MENA region. Skilled in **renewable energy solutions, B2B sales, and project coordination**, with a strong track record of driving revenue growth and leading sales cycles from prospecting to deal closure. Adept at **navigating complex markets**, negotiating high-value contracts, and collaborating with cross-functional teams to deliver tailored energy solutions.

Professional Experience

Sr Account Manager | EMIRCOM, UAE | October 2022 – Jan 2026

- Led sales efforts for IT infrastructure and cloud solutions, securing multi-million-dollar contracts across key industries.
- Developed go-to-market strategies for new solutions, driving revenue growth and market penetration.
- Built and maintained a strong network of partners and clients in the GCC and Levant regions.
- Applied cybersecurity and risk mitigation strategies to enhance IT solutions for enterprise clients.

Sales Account Manager | Computer Network Systems, UAE | August 2020 – August 2022

- Managed sales for cloud-based enterprise solutions (ERP, HCM, SaaS), increasing market share in the UAE.
- Negotiated and closed deals with large-scale enterprises and public sector clients.
- Conducted market research to identify opportunities in emerging sectors, including energy and sustainability.

OCS Consultant | Oracle, Beirut | July 2016 – May 2020

- Assisted in business transformation projects, integrating Oracle solutions to optimize operations.
- Provided technical consulting and training for clients adopting cloud and ERP systems.

Education

Bachelor of Engineering – Communication & Electronics

Beirut Arab University | June 2016

Certifications & Training

- IT Essentials (CCNA) | 2014
 - Renewable Energy Market Trends & Business Models | 2023
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Core Skills & Competencies

- ✓ B2B Sales & Business Development
- ✓ Renewable Energy Solutions (Solar, Wind, Hybrid Systems)
- ✓ Syrian & MENA Market Expansion
- ✓ Lead Generation & Client Acquisition
- ✓ Contract Negotiation & Deal Closing
- ✓ Project Feasibility & Market Research
- ✓ Stakeholder Engagement & Public Sector Relations
- ✓ Fluent in Arabic & English