



Khalid Bin Abdulrahman Al-Muharib

**SALES REPRESENTATIVE, GOVERNMENT RELATIONSHIP
MANAGER, BUSINESS DEVELOPMENT MANAGER & PROJECT
MANAGER**

Location:	Riyadh, (KSA)
Nationality:	Saudi
Place\ Date of Birth:	Al-Khobar, 21/11/1984
Martial status:	Married with 2 kids
Mobile:	+966542222207
Email:	muharib273@gmail.com

Available for Relocation and Extensive Travel

KSA MARKET(VERY STRONG CONNECTIONS IN DIFFERENT SECTORS)

Professional summary

A charismatic, 17+ years experience, talented and energetic sales guy & business development manager with a proven track record of consistently winning high levels of business within a competitive market place. Able to quickly establish credibility with senior decision makers in a wide range of business contexts, all with the aim of helping to grown the company brand and market share. Having a first rate track record of performance and commitment as well as being able to deliver business value to the sales operation and customer. Khalid is currently looking for a challenging sales or business development role where he can provide direction for the business and achieve his full potential.

Specializing in new business development and major market expansion

- Prepare expanding plans (geographically or by adding more offering to the company portfolio).
- Combine entrepreneurial drive with business-management skills to drive gains in revenues, market share and profit performance.
- Communicate a clear, strategic sales vision, effectively training and coaching both veteran and junior sales team members.
- Cultivate excellent relationships with new prospects and existing customers.
- Cultivate excellent relationships with new vendors and existing vendors.
- Working on some strategic deals and utilizing the team relations, my relations, the management relations and the chairman relations.
- Pre-qualifying bids before buying and spending money, time and efforts.
- Writing RFP's for some strategic clients.
- Keep analyzing the market situation and align the sales plans and directives accordingly.
- Turn around lagging operations and prepare companies for fast growth and profitability.
- Keep developing and promoting the sales team internally to prepare them for managerial levels.
- Building knowledgeable sales team.
- Keep encouraging and putting positive pressure on the sales team to achieve the management targets and working with the team on the field when it is required.
- Held weekly meetings with the sales team, service delivery team and projects management team to keep every body aligned with, ready and aware about the whole sales activities and get updates about the existing projects execution status.
- Weekly meeting with the CEO, to update him about the sales activities status and provide him with the required a greed reports.

Skills

- New Business Development
- Familiarity with procurement and contract systems.
- Bidding Expert with full knowledge about it's cycle.
- Full knowledge about establishing new companies.
- Operations management
- Key account Management
- Very well connected in certain key accounts in **KSA (especially in governmental sector)**.
- Accounts Mapping accounts tracking techniques
- Customer Relationship Management
- Staff Training & Development
- Contract Negotiations
- Deal Closing & high communication skills
- Independent and ready to take decisions on the site if requires
- Use different sales tools like Sales force.
- Bidding pre-qualification & Stratigizing expert
- **Selling end to end IT solutions in different fields such as (Data center's, business solutions, network's, storage, physical security, information security, cyber-security, software.....etc)**
- High Chemistry & Adaptation with Higher Management
- Preparation of Zakat, tax and related declarations.
- Preparation of Zakat or tax objections and related matters.
- End Zakat and tax conditions

PROFESSIONAL EXPERIENCE

- 1- Sales in Fawaz Al-Hukair Company, (Riyadh)
01st August 2003 to 01st October 2003
- 2- Government Relations Officer for Deloitte & Touche Co. Certified
Public Accountants & Auditors, (Riyadh)
01st October 2003 to 06th December 2009
- 3- Government Relations Officer for Ernst & Young Accountants & Auditors
- (Riyadh)
26th Dec 2009 to 01st Nov 2010
- 4- Government Relations Manager for Integrated Security Solutions - (Riyadh)
01st Dec 2010 to 04th May 2018
- 5- Project Manager for Digital Networks Company - (Riyadh)
05th Jan 2019 to August 1, 2019
- 6- Manager Assistant for Nasser Mohammed Al Kanhal Company and a partner of
Chartered Accountants and Auditors– (Riyadh) December 08, 2019 to March 31,
2020
- 7- Managing Director for Smart Vision Trading and Marketing Company –
(Riyadh) April 18, 2021 to date

ACADEMIC QUALIFICATIONS

- King Saud University - Faculty of Applied Studies **1429 – 1430**
 Diploma

LANGUAGES

- Arabic & English

CERTIFICATES & REFERENCES ARE AVAILABLE UPON REQUEST