

Albatoul Almarshedi

Business Development Specialist

Personal Information

Phone
0569380389

Email Address
Albatoultheeb@gmail.com

LinkedIn
<https://www.linkedin.com/in/albtoul>

Skills

Problem Solving
Customer Service
Teamwork
Communication

My main duty as a business development specialist is to discover, cultivate, and execute growth prospects for the company I serve. This entails performing market analysis to recognize promising new markets and clients, establishing connections with important stakeholders, devising and implementing sales tactics, and overseeing the entire sales process

2022-01 - present **Business Development Specialist** **Areeb For human Resource** , ,

As a business development specialist i am responsible for identifying potential business opportunities and developing strategies to grow the company's client base and revenue. i am typically skilled in market research, sales, negotiation, and networking. In my role, i am often collaborate with other departments to create proposals and pitches, analyze data to identify trends and opportunities, and develop marketing campaigns to attract new clients. learns to have excellent communication and interpersonal skills, be highly organized, and have a strong understanding of the industry and market trends. i will be able to work well under pressure, multitask, and be comfortable working independently or as part of a team.

Responsibilities :

- Qualify leads from marketing campaigns as sales opportunities
- Contact potential clients through cold calls and emails
- Identify client needs and suggest appropriate products/services
- Present our company to potential clients
- Build long-term trusting relationships with clients

2021-05 - 2021-12 **HR specialist** **CCC By stc** , ,

- Manage recruitment and onboarding processes for new employees, including job postings, resume screening, and conducting interviews.
- Develop and implement employee retention programs, including training and development opportunities, performance evaluations, and recognition and reward programs.
- Address and resolve employee concerns and conflicts, including conducting investigations and mediations as needed.

Responsibilities :

- Plan quarterly and annual performance review sessions
- Prepare and review compensation and benefits packages

Certifications

2019-12 **Business Administration Diploma**