

# Mohannad.M Shami

## Personal

### Name

Mohannad.M Shami

### Address

jeddah

### Phone number

0550521244

### Email

mohannad.shami@outlook.com

### Nationality

Saudi

### Marital status

Married

## Languages

Arabic C2

English B2

## Courses

PMP Professional Project Management

Management, time, and crisis

Quality Management

Advanced Business Management

Facilities management professional

Advanced risk management

Business strategy sustainability

A results-oriented business development and sales professional with 12 years of experience in various fields including IT Services - Security Systems - Low Current Systems, Facilities Management, and Logistics.

Highly skilled in creating new relationships and maintaining strong client relationships to generate repeat business. In-depth knowledge of effective sales strategies and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal and team-oriented with strong leadership skills and commitment to team bets.

## Work experience

**Sales Account Manager** Mar 2021 - Present

*BTGroup, jeddah*

I have exceeded sales targets by more than 35% in each quarter since I was hired by the company.

**Senior Sales Executive** Dec 2019 - Dec 2020

*Kawader-pro. co, jeddah*

Key Achievement :

I have exceeded sales targets by more than 15% in each quarter since I was hired by the company. I participated in solving more than one problem with customers to build long-term relationships.

**Senior Sales Executive** Jun 2017 - Dec 2019

*Jehan Recruitment Company, jeddah*

I have exceeded sales targets by more than 20% in each quarter since I was hired by the company.

I worked as an account manager in King Abdullah Economic City and achieved a large number of operational relationships and contracts.

**Business Executive** Jun 2016 - Jun 2017

*Saudi Aviation Academy (SAFA, Riyadh)*

**Key account officer** Jun 2012 - Apr 2015

*Al-Khuraji Company for Maintenance, Operation and Contracting, Jeddah*

**Business Account Executive** Sep 2010 - Sep 2011

*Al Etihad Cooperative Insurance Co, Jeddah*

**Public Relations Specialist** May 2008 - Sep 2009

*Dr. Erfan and Bagedo General Hospitals, jeddah*

## Education and Qualifications

**Project Management** Sep 2003 - Jul 2005

*Royal Jordanian Academy of Aviation and Operations, Jordan*

**Sales and Marketing** 2023 - Present

*King Faisal University -KFU, Saudi Arabia*

I study.

## Strengths

I always contribute fully and enjoy maintaining high standards of accuracy and perfection in my work. I am very keen and maintain the work and skill levels in leading the team. I enjoy being part of the team and do my best for the work I do. I look forward to self and practical development together, striving to achieve all my goals. I will be grateful for your support.

Thank you ...