

C.V

Fahad Al Hussein
1974
Married

Passionate about marketing and operations with more than 17 years of experience in the insurance industry including 10 years of management expertise.

Throughout my career, I was able to acquire a diverse set of skills, communications, and strategic thinking.

Core competencies:

- Operations management
- Marketing Tactics.
- Interpersonal communications.
- Budgeting.
- Strategic planning analysis.
- Public relations.
- Negotiations skills.
- Team creating.
- Teamwork leadership.

Work experience

1- Since Jan 2013 at IMC - insurance management co. insurance Agency Founder & CEO.

IMC is an insurance Agent with 1,500,000 SR capital and 15 Branch's around the kingdom plus the head quarter located in Riyadh city.

During the seven years of inception, the agent achieved over 400 million Riyal total retail sales through its Branch's with 42 experts and qualified employees.

IMC is a licensed and fully organized company working as per SAMA regulations.

- Capability to create a whole work SYS. Built up a company chart along with a Various sections / dept. Setting and defining Jobs descriptions .
- The ability in devising marketing activities and accelerating business growth, managing operations with key focus on top line profitability through sales and marketing of insurance products and services provided.

- Tracking record of consistently achieving sales targets and building dynamic sales team. Apply vision vs. mission and ability to communicate both to sales force.
- Ensure business line is operationally working smoothly, avoiding any obstacles, and overcome hitch's that may occur.
- Assess the available information's and provide complete and timely recommendations.

Reasons for leave.

- Resign as CEO and become a member of Board of director by selling to a new investor.

2 - Joined Al Raghi Takaful for insurance company in Mar 2012 As Sales Analyst .

Gathering Sales information from all sales channels and guide it to sales analytics process to identifies and qualifies high probability sales opportunities, helps to mitigate expected risks, improve products features. It was short period although it was a great experience on sales performance analysis.

Reasons for leave.

Started establishing IMC insurance Agency after receiving SAMA approval.

3 - From Mar 2011 joined Saudi Indian company for cooperative insurance As Sales Manager .

- Increasing the sales value of CRO portfolio.
- Maintain the minimum level of the daily products sales and create a new sales channel.
- Create a new sales team that have the capability to market corporate line of business.
- Utilize resources effectively to maximize performance and productivity.
- Qualified and train sales force team.
- Reactivate retail business sector.

Reasons for leave

- Found a new jobs offer, requested by the firm (Sales analyst) as a new challenge at the same filed.
- Bureaucracy, benefits, and privilege granted to sales staff were less than expected to keep productivity goes on.

4 - Al Tauwnya Company.

Since Jan 2003 till 2010

- Bacassurance executive for 1 years and half.
- Call center Supervisor for more than 3 years.
- MR'S Supervisor for 2 years.

Responsible of

- Generate and finalized all banks policies.
- Coordinate with banks to solve technical problems during Bancassurances sales process.
- Ensure of data accuracy received by sys. Matching with regulation and internal roles.
- Finalize, issuing, deliver to clients.
- Marketing the company's products through call center.
- Team leader for 32 E-Marketing Representatives.
- Define and responsible of MR's Targets achievements.
- Supervising, budgeting, negotiating, closing deals.

Reasons for leave

Seeking better career advancement opportunities.

5 - Makshaff services limited.

From July 1999 to December 2002 working as Account's clerk and financial Manager assistance. At al Shabab football club.
Carryout all accounting works of a daily income.
Bank reconciliation.
Budgeting sub-tasks, events, players camps.

6- Al Bank Al saudi Al fransi

From Dec 1996 to July 1998 working as share express Rep.
I used to work as Share's broker, selling, and buying local shares.

Skills certificates

1. Microsoft APP.
2. Certificate of customer service excellent.
3. Certificate of art of communication.
4. Medium Level of insurance workshop.
5. Certificate of supervisory skills.
6. High potential program those who assessed and proven to be highly potential for Tawunya.
7. Certificate of insurance and administrating held on Cairo – Egypt in 20-25 Feb 2010 CMD Prog.
8. Certificate of completion the 7 habits of highly effective ppl.

Education

- University Medium degree “Accounting Information systems specialization” from Riyadh Technical Collage 1996.
- Insurance Qualification / Principles BIBF 2004. Part 1 & 2

Target job

- Job Title Admin – Marketing – Operation
- Job type Full time.
- Location S. A Riyadh
- Category Insurance

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