

# Mohanned M. Shami

Sales and business development expert

✉ mohanad-85@msn.com

☎ 0550521244

📍 Al-Faisaliah, Taqi Al-Din Jaafar Street, Building No. 75

🌐 Saudi

📅 14/08/1985

👤 Married

📷 @MS85\_

🌐 in/mohanad-al-shami

## Languages

English ★★★★★

Arabic ★★★★★

## Most Proud Of

🏆 **Physical Organization**  
Creative Thinking, Effectiveness, Productivity

📊 **Planning**  
Analyzing Issues, Decision Making, Project Management, Strategic Planning

👥 **Team Work**  
Collaboration, Delegation, Goal Setting, Group Leadership

## Strengths

👁️ **To stay unique**  
I always contribute fully and I enjoy keeping high standards Accuracy and perfection in my work. I am very careful and maintain Levels of work and skill in team leadership. I enjoy being a part From the team and I do my best for the work I do

## Areas Of Expertise

Professional Marketing

Analysis and planning

Project management

The power of communication

Strategic plans

Business Development

## Interests

Creative writing

Organizing events

Public speaking

Explore other cultures

Building social relationships

## References

**Dawood Hussein**  
Deputy Executive Director  
kawader pro  
0597946633

**Abdo Qaisi**  
Director of Human Resources  
Jehan Recruitment Company  
0562022226

## Hobbies

✈️ Travel

🎮 Electronic games

🏃 Watching soccer

## Summary

Professional Business and Sales Developer with 10+ years of experience in B2B Sales and Business Development. My knowledge and strong performance in providing services to companies and strength lie in finding appropriate solutions for the parties, solving the problems facing us, and proposing positive solutions, which earned me strong relationships with major companies and businessmen. I am very interested in economical market indicators and their study. Very keen to raise the quality of business that suits the customer's options and find different solutions, so I became a professional through managing customer accounts and the strategic relationship of companies, to raise performance through business, so I became an expert in the field of facilities management, information technology, hospitality and everything related to the workforce.

## Work Experience

### Sales Account Manager

Mar 2021 - Select Month Select Year

BTGroup

📍 jeddah

Business Account Management Manage B2B Business Sales and Opportunity Creation with New and Potential Clients and Business Consultant

### Sales department supervisor

Dec 2019 - Dec 2020

Kawader-pro. co

📍 jeddah

B2B Sales Management, Dealing with Companies in Creating Opportunities, Business Consulting Business, Corporate Account Management

### Sales and business development consultant

Jan 2017 - Oct 2019

Jehan Recruitment Company

📍 jeddah

worked as an official on the King Abdullah Economic City project and the development of relations, in addition to creating opportunities with contracting companies and adding strategies for organizing administrative matters

### Business development consultant

Jun 2016 - Jun 2017

Saudi Aviation Academy (SAFA)

📍 Riyadh

Managing corporate business from marketing and coordinating with media companies and creating opportunities for students to join

### Business development supervisor

Jun 2012 - Apr 2015

Al-Khuraiji Company for Maintenance, Operation and Contracting

📍 jeddah

Managing and developing corporate relationships and expanding internal and external business to create investment opportunities

### Customer Service Officer

Sep 2010 - Sep 2011

Trade Union Cooperative Insurance Company

📍 jeddah

Managing customer and corporate services in the insurance sector by opening consulting outlets to create contractual opportunities

### receptionist

Jan 2009 - Sep 2009

Dr. Irfan and Bagedo Hospital

📍 jeddah

Everything related to patient services from booking appointments and coordinating with clinics

## Education

### Maintenance and Air Operations Department

2005

Royal Jordanian Academy of Aviation and Operations

📍 Jordan

## Personal Skills

Leadership

100%

Communication

100%

Building business relationships

100%

Decision Making

100%

Marketing professional

100%

Crisis and problem management

100%

team management

100%

## Technical Skills

Microsoft Excel and Word and Power Point programs

70%

## Courses

### PMP Professional Project Management

Feb 2019

jeddah

### Management, time and crisis

2019

jeddah

### Modern secretariat

2017

Riyadh

### Quality Management

2017

Riyadh

### Advanced Business Management Course

2019

Jeddah

### Facilities management professional

2021

Jeddah

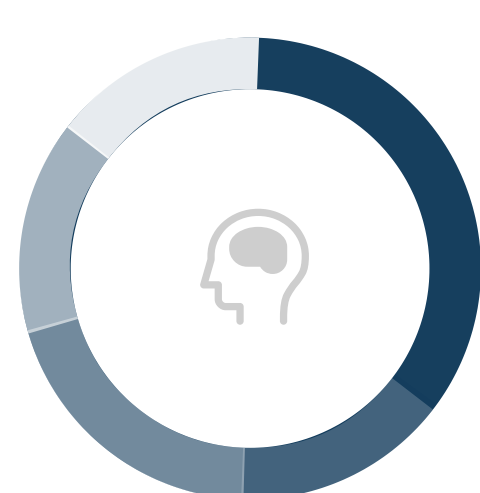
### Advanced risk management

droob

### Business strategy sustainability

droob

## My Time



Working (35%)

Family (15%)

Co-ordination (20%)

Entertainment (15%)

Relaxing (15%)