



# Naif Al Saadoon

## Business Development Manager

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### WHO AM I?

I am an energetic, ambitious person who has developed a mature and responsible approach to any task that I undertake or situation that I am presented with. I am a recent graduate with two years of professional diploma in leadership and management, I thrive for excellent work and can achieve a certain objective on time with excellency.

## EXPERIENCE

**JANUARY 2020 - PRESENT BUSINESS DEVELOPMENT MANAGER**  
COFFEE TASTE COMPANY (DOSE) – KHOBAR.

In charge of identifying new business opportunities in order to generate revenue, improve profitability and help the business to grow, involve careful strategic planning and positioning in the appropriate markets, enhancing the operation of the business, keeping up to date with market trends.

**JUNE 2019 – JANUARY 2020 SALES MANAGER**  
MAJESTIC COLORS – KHOBAR.

Achieving the monthly target, formulate strategies and plans to win new clients through methods such visit to business and other direct marketing campaigns, decide the terms of discount and special pricing plans, cultivate and deepen client relationship and partnership that add value.

**DECEMBER 2018 – MAY 2019 SR. SALES EXECUTIVE**  
OMAN AIR – KHOBAR.

Managing potential corporate accounts, previewing sales performance both internally and externally on daily basis, negotiating new contracts and packages both with trade and corporate and targeting new corporate.

**DECEMBER 2016 – JUNE 2017 ASST. MARKETING & SALES MANAGER**  
GLOBAL TRAINING COMPANY UKLIMITED – MANCHESTER. UK.

Design, implement and facilitate an effective local & international marketing strategy, daily activity with marketing and PR communication agencies and develop partnership & relationship with third parties to meet strategic objectives.

**JULY 2014 – SEPTEMBER 2016 LOGESTIC COORDINATOR**  
SAUDI MAALEM CHEMICALS EST. - DAMMAM.

Accomplishes staff job results by coaching, counselling, and disciplining employees, planning, monitoring, and appraising job results, conducting training, implementing enforcing systems, policies and procedures, Maintains safe and healthy work environment by establishing and enforcing organisation standards, and Completes operations by developing schedules, assigning and monitoring work, gathering resources, implementing productivity standards, resolving operations problems.

**OCTOBER 2010 – MARCH 2013 MEET & GREAT OFFICER**  
NATIONAL GUARD HEALTH AFFIRS – RIYADH.

In charge of receiving and assisting the royal clinic VIP guest/s, visitors and symposium guest speakers, coordinates with the meet and greet supervisor and PR department regarding flights schedules of VIP and symposium guest speakers and new arrivals, assistance for the VIP guest/s, visitors, and symposium guest, speaker's & employees.

## EXPERIENCE

**March 2009 - AUGUST 2010 SALES EXECUTIVE**  
ABDULLATIF AL ISSA AUTO. CO. – RIYADH.

Achieving my monthly sales target, liaising with customers in a sales environment to drive product sales and knowledge and always looks for new ways to make products attractive to customers.

## EDUCATION

**Professional Certificate - November 2017 - September 2018**

Certificate in Leadership & Management Level 5 University Centre Blackburn College Blackburn, United Kingdom.

**Professional Diploma - April 2017 November 2018.**

Diploma in Leadership & Management Level 5 University Centre Blackburn College Blackburn, United Kingdom.

**Certificate - November 2012 - October 2013.**

English (Academic & General) course, New College Manchester (NCM) Manchester, United Kingdom.

**Certificate - General Secondary School.**

## LANGUAGES

**ARABIC:** Native.

**ENGLISH:** Fluent.

## PERSONAL QUALITIES

- Team player with excellent interpersonal skills.
- Ability to work under pressure.
- Adequate skills in SALES, HR & PR.

## PROFESSIONAL SKILL

- Leadership Skills.
- Customer Services & Public Relation.
- Client Development & Satisfaction.

