

**RAED AHMED BOU-SOHAIL**

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<b>Career Objective</b>	Team-player looking to expand Business Development Manager responsibilities; coming with ability to help the organization exceed corporate goals and honor long-term commitments made to customer's, stockholders, and employees.
<b>Career Experience</b>	
<b>SISCO – Specialized Industrial Services Co.</b>  Jubail	<b>Business Development Manager</b> <span style="float: right;"><b>Aug 2017- March 2018</b></span> <ul style="list-style-type: none"> <li>▪ Responsible for the overall management of all strategic and operational Marketing and Customer Relationship activities.</li> <li>▪ Direct, establish, maintain, and plan the overall policies and goals for a business development department.</li> <li>▪ Take ownership of the management of sales and marketing functions of the business.</li> <li>▪ Identifies potential business partners and negotiate agreements.</li> <li>▪ Monitoring competitors and reviewing the company's offers in light of competitors' developments.</li> <li>▪ Enforce and align company policies consistently and fairly.</li> <li>▪ Driving a company's business and increasing its revenue.</li> <li>▪ Establish and direct department's budget.</li> </ul>
<b>ESAD – Manpower Services Co.</b>  Dhahran	<b>Clients Relations Manager</b> <span style="float: right;"><b>May 2015- July 2017</b></span> <ul style="list-style-type: none"> <li>▪ Promoting company's services.</li> <li>▪ Channels Opening, development, maintaining and initiation of accounts.</li> <li>▪ Conducting presentations, and business meetings.</li> <li>▪ Contracting and agreements.</li> <li>▪ Designing plans and strategies to achieve company's goals.</li> <li>▪ Carry out market intelligence, market analysis, run sales campaigns and fairs.</li> <li>▪ Research, Database, Records, and Reports.</li> <li>▪ Collection.</li> </ul>
<b>Khusheim for Industrial Equipment Co.</b>  Dammam.	<b>Business Relationships Manager</b> <span style="float: right;"><b>Dec 2012- April 2015</b></span> <p>Covering the kingdom throughout Eastern, Central, and Western regions;</p> <ul style="list-style-type: none"> <li>▪ Promote the company's products &amp; services.</li> <li>▪ Developing the business for current clients.</li> <li>▪ Channels Opening and obtain new leads &amp; clients.</li> <li>▪ Responsible of Credit Facility Agreements.</li> <li>▪ Carry out market intelligence, market analysis, run sales campaigns, find new areas / techniques of prospecting and sales.</li> <li>▪ Research, Database, Records, and Reports.</li> <li>▪ Recruit for vacancies inside of the department.</li> <li>▪ Ensure collection, review and maintenance throughout the Collection Team.</li> </ul>
<b>Allianz Saudi Fransi Cooperative Insurance Co.</b>  Hufuf.	<b>Production Unit Manager</b> <span style="float: right;"><b>January 2011- May 2012</b></span> <ul style="list-style-type: none"> <li>▪ Promote and manage business directly through the team of Marketing Executives.</li> <li>▪ Responsible for actively managing the team including regular meetings for feedback management, coaching, performance analysis and appraisal.</li> <li>▪ Recruit new ME's with on-going basis, conduct Field Training, and submit reports, visits to customers with ME's.</li> <li>▪ Carry out market intelligence, market analysis, run sales campaigns, find new areas / techniques of prospecting and sales.</li> </ul>

<p><b>Park Inn Al Khobar Hotel</b> Al Khobar.</p>	<p><b>Sales &amp; Marketing Executive</b> <span style="float: right;"><b>June 09 – Dec 2010</b></span></p> <ul style="list-style-type: none"> <li>▪ Managing and monitoring accounts and initial business relationships with new accounts.</li> <li>▪ Scheduled Sales Calls and Telephones.</li> <li>▪ Sales Blitz.</li> <li>▪ Sales reporting (daily, weekly and monthly).</li> <li>▪ Scheduling sales visits, meetings and site inspections.</li> </ul>
<p><b>Home Directory for Real Estate &amp; Investment</b> Al Khobar.</p>	<p><b>Sales and Management Executive</b> <span style="float: right;"><b>April 2007- June 2009</b></span></p> <ul style="list-style-type: none"> <li>▪ Run the main position tasks, which include sales, buy and rent offers for organization's services.</li> <li>▪ Research for market and investment opportunities through proper channels.</li> <li>▪ Analyze the proper contracts and management property offers, which match ability and budget.</li> <li>▪ Sales reporting (daily and monthly).</li> <li>▪ Collect due payments from clients and make collections reports.</li> </ul>
<p><b>Mobily (Etihad Etisalat)</b> Al Khobar.</p>	<p><b>Customer Service</b> <span style="float: right;"><b>December 05- April 2007</b></span></p> <p>Working in <b>English Section</b> and our responsibilities were:</p> <ul style="list-style-type: none"> <li>▪ Handling clients' calls with company's official greeting and procedure.</li> <li>▪ Market company's products and services.</li> <li>▪ Investigate clients' issues and contribute to solve them.</li> <li>▪ Report systems outages if there and send them to responsible department.</li> <li>▪ Contribute in brainstorming meetings, offering suggestions, and solutions.</li> </ul>
<p><b>Range Rover &amp; Jaguar Saudi</b> Al Khobar.</p>	<p><b>Salesman</b> <span style="float: right;"><b>May 05- Nov 2005</b></span></p> <ul style="list-style-type: none"> <li>▪ Build deals with utilizing predefined sales steps.</li> <li>▪ Market our products, services and the new specifications and details in them.</li> <li>▪ Follow up with old clients and get feedback about the products they bought to be sure about their satisfaction.</li> <li>▪ Facilitate our customers in accessories and parts requests.</li> <li>▪ Sales Reporting (daily and monthly).</li> </ul>
<b>Education</b>	
<p><b>Saudi Electronic University</b> Dammam</p>	<p><b>Bachelor in Finance</b> <span style="float: right;"><b>Sep 2020- 2025</b></span></p>
<p><b>Institute of Public Administration</b> Dammam</p>	<p><b>Diploma in Sales Management and Marketing</b> <span style="float: right;"><b>Sep 02- Aug 2004</b></span> GPA: 3.65/5 1-Intensive English Program 2-Intensive Sales &amp; Marketing Management Major</p>
<b>Courses</b>	
<p><b>Human Resource Development Fund</b></p>	<p><b>Preparing for Employment in Private Sector</b> <span style="float: right;"><b>June 2005 (45 hours)</b></span></p>
<b>Skills</b>	
<p><b>English Language</b></p>	<p>Fluent.</p>
<p><b>Windows, MS Office, and Researches</b></p>	<p>Expert in Windows, MS Office applications, and researches.</p>
<p><b>Typing</b></p>	<p>Intermediate-level with average of 35 w/min.</p>
<b>Hobbies</b>	
<p>Reading, Photography, Basketball, and Technology.</p>	