

Réda BAHRIA

Sales and Business Development Management



Dubai, UAE

Marital status : Single

Cell: +971 561 707 333 E-Mail: rbahria@gmail.com

Core Qualifications

- Key account management
- International business development
- Project Management
- Strategic planning
- Market penetration
- Affiliate's start-up
- EMEA region
- Multilingual

Professional Experience

Regional Sales and Business Development Manager

2009 to Current

FLORES VALLES S.A. Madrid (Spain)

FLORES VALLES MIDDLE EAST Dubai (UAE)

Responsible for managing the sales process from initial opportunity to the securing of the client purchase orders and working with operations and supply chain to achieve successful delivery of key projects

- Identify and develop new markets,
- Handle the existing distribution network and prospect for new channels,
- Management of the zone: organization, human resources and financial control,

Project Coordinator & Responsible For International Cooperation – North Of Africa

2008 to 2009

EUROESTUDIOS S.L Madrid (Spain)

EUROESTUDIOS SARL Algiers (Algeria)

- Supervision of the set up of the branch office in Algeria,
- Manage the elaboration and submission of international tenders
- Coordination and supervision of contractors,

Project and Cost Engineer

2007 to 2008

ALUPROF SARL. Algiers (Algeria)

- Design of different types of curtain wall and cladding light façade,
- Layouts and details for manufacturing, cutting and assembly,
- Coordination between Algeria and team management in Poland,

Project Engineer

2005 to 2007

BET ZERARGA Algiers (Algeria)

- Structural studies for buildings,
- Studies of outdoor facilities,
- Supervision of the site work of buildings, roads and landscaping,

Education

ICEX (Foreign trade institute) Madrid, (Spain), 2007

Business course – Internationalization of the Spanish companies (06 months)

USTHB, (University of Science and Technologies, Houari Boumediene) Algiers, Algeria, 2005

Engineer in Civil engineering - Option civil and industrial constructions

Languages

English, Spanish, French and Arabic : Fluent and full professional proficiency