



Mohamad Addas

Business Development Manager

WORK EXPERIENCE

Phobia Escape Room in Dubai | Senior Business Development Manager

2017 – 2022

- Conducted market research, developed business strategies, built client relationships, and identified new business opportunities.
- Forecasted future trends and orient strategies to capture maximum benefits.
- Cultivated strong relationships with new clients while maintaining existing client relationships.

Pimp My Ride Auto Workshop in Dubai | Business Development Manager/ Co-Founder

2014 - 2017

- Negotiated and closed business deals that would promote sustained revenue.
- Prepared the pricing strategy of the products and services.
- Located and developed new markets to improve sales and increase revenue.

Namshi in Dubai | Business Development Manager

2013 – 2014

- Gathered customer needs and worked with product development teams to implement changes based on feedback.
- Maintained current client relationships and identified areas for potential clients.
- Grew and enhanced organizational presence on the market and built relationships with customers, vendors, and distributors.

I Care Pharmacy in Dubai | Account Manager

2009 – 2012

- Ensured sales targets are met, monitored budgets and motivated staff to attain objectives.
- Assessed local market conditions and identify current and prospective sales opportunities.
- Formulated and implemented plans to ensure that business relations were properly maintained and nurtured.

EDUCATION

Full Stack Development Diploma Code Institute, Ireland

2022 – ongoing

Digital Marketing Diploma SHAW Academy

2017

BSc Business Administration Major in Management American University in Dubai

2008 - 2012

CONTACT

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LANGUAGES

English: Professional

Swedish: Moderate

Arabic: Native

REFERENCE

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OTHERS

Driving License: AM/B Automatic

SKILLS

Microsoft Word, Excel & Power Point
Java Script
HTML
CSS
Python
Account Management
Communication
Creative Problem Solving
Agile Framework
Project Management
Problem Solving
Analytical Skills