

# Besher Aboujeeb

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## Professional Experience:

**09/2018 – 04/2019**

**Key Account Manager at Sqore (Stockholm, Sweden)**

### **Achievements:**

- Explored leads in Europe, Middle East, and Asia to create new opportunities.
- Identified new prospective clients, established contact and built strong relationships.
- Enforced and improved lead generation processes to maximise team efficiency and effectiveness.
- Maintained good relationships with the current accounts and expanded the cooperation.
- Attended International Conferences and events, meeting new clients internationally in person at senior levels to create new opportunities and close deals.
- Managed both inbound and outbound lead qualifications of prospective customers to identify decision makers and opportunities with the goal of setting appointments then present Sqore and follow up to close the deal.
- understood and communicated conversion metrics and trends to sales on a daily basis through detailed reporting.
- Continued to support a culture of excellence and focusing on client success.
- Kept the salesforce accounts and contacts up to date.
- managed to close new deals in new markets.

**01/2016 – 08/2018**

**Project Manager at Dleaf (Stockholm, Sweden)**

### **Achievements:**

- Tracked progress of projects by maintaining constant communication with senior management staff within the client's company and internally.
- Applied basic management principles to tasks in order to better optimise time management and achieve goals.
- Oversaw software developers' progress on applications and applied principles of agile methodologies to keep projects on track.
- Led sprint reviews and daily scrum meetings to touch base with the whole team and ensure that all members were performing satisfactorily.
- Manage project timelines and communicate with management staff and clients to ensure project progress satisfactorily.
- Enact delivery upon completion of projects and ensure that delivery adheres to agile practices maintained by the company.
- Implement agile management ideals by facilitating exercises such as sprint planning and team leading stand-ups.
- Manage project timelines and communicate with management staff and clients to ensure project progress satisfactorily.

**10/2010 – 12/2015**

**Sourcing Manager at Western Leaf Electronics (Shenzhen, China)**

**Achievements:**

- Emphasised product features based on customers' needs and up-sell (cross-sell) products.
- Managed the sales cycle from inception to execution.
- Managed high-profile corporate accounts.
- Full ownership of P&L to achieve revenue growth and gross profit stream.
- Coordinated and leads service review meetings to ensure customer satisfaction and SLAs are being met.
- Conducted bid analysis and deal execution, ensuring to buy, sell and renew contracts at best prices.
- Used CRM and ERP systems to record data.
- Communicated with prospective vendors to determine the terms and availability.
- ensured proper procedure from both the company and vendors.
- Prepared reports for costs and market conditions.
- Worked with other staff members to generate product specifications.
- Resolved issues with contracts and suppliers.
- Created specifications for the delivery of new products.
- Resolved complaints, negotiated terms on agreements.

**Education:**

**Zhejiang Normal University**

International Business

2007 - 2010

**Code Institute**

Diploma in Software Development

2020-(present)

**Skills**

- **Languages:** **English:** Fluent      **Arabic:** Native  
                         **Chinese:** Fluent      **Swedish:** Average
- **Tech Skills:** HTML5, CSS3, Java script, bootstrap.
- **GitHub:** github.com/besheraj
- Written and verbal communication skills, built up through replying clients queries.
- Exceptional sales ability, passion and high self-motivation in achieving goals.
- Team work skills, and capability of performing independently.
- Excellent multitasking skills and ability to work well under pressure.
- Quick learner, keen to learn and improve skills and able to take responsibility.
- Ability to form effective working relationships both internally and externally.
- Problem solving skills developed through solving customers disputes.