

# RABAB ALOMANI

Address : Dammam

## PROFESSIONAL SUMMARY

Saudi professional woman offering 12 years total experience seeking Sales Account Manager position.

## WORK HISTORY

### Sales Account Manager ,2020 - Present

#### Advanced Business Solutions (ABS), Riyadh

- Manage a portfolio of accounts to achieve long-term success
- Develop positive relationships with clients.
- Resolve conflicts and provide solutions to customers in a timely manner.
- Generate new business using existing and potential customer networks.
- Supervise account representatives to ensure sales increase.
- Report on the status of accounts and transactions.
- Suggest actions to improve sales performance and identify opportunities for growth.
- Monitor sales metrics (e.g. quarterly sales results and annual forecasts).
- Set and track sales account targets, aligned with company objectives.

### SAP ABAP Consultant, 07/2012 to 01/2019

#### Ejada Limited System, Khobar

- Customer Services and Telephone Marketing: To introduce the company as well as our services via a brochure on SAP business One (ERP) solution, explain all necessary details about the software and present its associated features to the customers to enable them to understand and operate the program.
- Worked as SAP ABAP Consultant for several Saudi Aramco projects. The assigned role is to accomplish multiple assignments in specific projects which cover creating reports, function Modules, ALV Grid reports, Data elements, domains, creating transactions and smartforms . Below is a summary of basic work assignments that I involved in:
  - MOH-OTTAR Maintenance & Support Project.
  - SAP U Drive System Enhancement.
  - Enhancement to PR PO Bidder List Processes.
  - Training Development & Organization Management Enhancements.

## SKILLS

- Business analysis
- Team Leadership
- Document oversight
- Product and Service Sales
- Presentation ability
- Project Management
- System development and administration

## CERTIFICATIONS

- SAP Certified Development Associate - ABAP with SAP NETWeaver 7.0
- ICDL (International Certification Driving license).

## COURSES

- Administrative leadership by Ethrai .
- SAP Successfactor in HR Payroll module.
- A comprehensive HR Management from Special Technical Center.
- PMP project management project.

- Enhancement of Patient Processing & logistics.

**SAP ABAP Consultant, 04/2009 to 05/2012**

**AlBilad Arabia**, Khobar

- Automate Account Reconciliation & Ship Shore Incident Tracking Project.
- Kofax Imaging Application Enhancement Project.
- Aviation Maintenance Plant Maintenance Project
- E-Travel Project.
- E- Banking SWIFTNET Application Migration Project.

**Saudi Aramco Coordinator, 02/2009 to 03/2009**

**Tammema International Trading Co.** , Dammam

- Worked on Saudi Aramco Portal (SAP) .
- Check material availability, publish ASN and coordinate with Excel to expedite delivery, as well as correspondence with Aramco and overseas suppliers on email.
- Maintain records of incoming purchase orders & local.

## EDUCATION

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**Bachelor of Arts, English Language and Literature**

**Imam Abdulrahman Bin Faisal** - Dammam .