

ABEER ALASIRY

PROFILE

An experienced “operational and customer orientation ” professional with a proven track record. The experience comprises of cross-functional facilitation, operational excellence, negotiation, planning and execution. Major achievements include successful development, growth and implementation of the organization’s goals and objectives. The verities of the experiences I passed through the last 9 years reinforced the ability of transform efficiently considers the interest of stakeholders.

Contact

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Address

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SKILLS

- Leadership
- Business orientation.
- planning
- Negotiation.
- Communication Skills

ACADEMIC BACKGROUND

DIPLOMA (2021)

BUSINESS ADMINISTRATION ENTREPRENEURSHIP ASSOCIATION AT KING SAUD UNIVERSITY (K.S.U)

DIPLOMA(2020)

ELECTRONIC MARKETING AND SALES ENTREPRENEURSHIP ASSOCIATION AT KING SAUD UNIVERSITY (K.S.U)

BACHELOR'S DEGREE (2007)

BIOCHEMISTRY COLLEGE OF SCIENCE KING SAUD UNIVERSITY (K.S.U)

SELF-DEVELOPMENT AND CERTIFIED

- Certifid Strategy Professional
- Certifid KPI Professional
- COPC (HIGH-PERFORMANCE MANAGEMENT).
- Certified Human Resource Management Specialist HRMS.
- SKILLS OF SECRETARY AND ADMINISTRATIVEASSISTANT.
- INTRODUCTION TO CYBER SECURITY.
- TOT (TRAINING OF THE TRAINERS).
- PROJECT MANAGEMENT PROGRAM COURSE (PMP).
- CBP-CERTIFIED BUSINESS PROFESSIONAL PROGRAM (CUSTOMER SERVICE, BUSINESS ETIQUETTES, SALES, BUSINESS COMMUNICATIONS, LEADERSHIP, CBP EXECUTIV)

Experience

AUG 2021 - till now

EMDAD ALKABRIT BY ELM COMPANY | ACCOUNT MANAGER

Work within several projects,

- (MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY TEAM (MCIT program).
- (MINISTRY OF HUMAN RESOURCES TEAM)(TAWTEEN program).
- Build and strengthen client relationships to achieve longterm partnerships.
- Maintain accurate client records, keeping track of any contract updates and renewals .

NOV 2020 - JUL 2021

STC -partners | Sales Supervisor

- Work with sales and other internal teams to develop strategic marketing plans and ensure KPIs are being met.
- Identifying the client, providing solutions, developing an appropriate plan for him, and preparing reports.
- Develop and implement individualized treatment plans for best operation with all sales,
- Follow up all sale Reps to identify
- their sales leads status/Project STC business

JAN 2020 - Nov 2020

STC -partners | Sales Coordinator

- Identify upsell, cross-sell, and renewal opportunities and communicate with the sales team regularly.
- Stay on top of accounts, making sure they're receiving services that are within organization goals.
- Meet regularly with other members of the team to discuss.
- Generate progress reports to give to clients and higherups within the organization.

JAN 2015 - JAN 2020

CONTACT CENTER COMPANY BY STC | SALES

- Take inquiries and requests from customers and address their needs.
- Presentation of products to reach sales targets (Business segment) .

ACHIEVEMENTS

- Achieving sales targets. Presentation of products to reach sales targets (Business segment) .
- Participate in the development of the work team and provide strategic solutions.
- Achieving the employment In the Tawteen program of the Ministry of Human Resources.