
Objectives:

Highly motivated investment and Business Development professional with experience in seeking added value cooperation and building alliances. During my professional journey, I have focused on developing my skills in setting policies, procedures, and long-term business plans for expand investment opportunity. I'm also skilled in investment negotiations due to my excellent communication capabilities and full awareness of the organization's objectives.

Qualification:

- Business Administration from Imam Mohammad Bin Saud University.
 - Civil construction from Riyadh college of technology.
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Work experiences:

28-09-22-Presently

Customer Care and development at CCC BY STC Company.

- ALTANFEETHI company Project.
- Developing categories and memberships (governmental - semi-governmental - VIP).
- Classification of sectors (individuals and companies).
- performance indicator measure.
- Implementation and follow-up of strategies and accomplished works.
- Revenue and sales development.
- Marketing and activating social communication with members.
- Communicate with support departments and develop customer relationship management.
- Opening and opening of branches.
- Solving challenges and difficulties.

2019 - 2021

Investment Manager at National Solutions Company (MEWA)

- Assist in the development of an investment strategy and implement and maintain strategic asset allocation.
- Executing investment strategy .
- Determine the right investments and properly allocate each investment to a money or asset management tool.
- Maintain contact with corporate management.
- Manage portfolio restructuring, analysis, reporting and investment performance improvement.
- Manage risk in accordance with portfolio delegation and risk control guidelines.
- Full compliance with portfolio compliance requirements.
- Director of an investment project in the Jazan region for assets and a meeting with investors.
- Project Manager for Agricultural Cities in Al-Ahsa.
- Project Manager for Inventory of the Ministry's Assets and Determining Investment Priorities.
- Participate in organizing the organizational and strategic structure of the investment management.

2010-2018

Regional Sales Support Manager in Retail Banking Group at Banque Saudi Fransi.

- The Client Relationship Manager is responsible for managing and developing bank portfolio accounts and driving growth.
 - Basic management and customer contact.
 - Manage client expectations, needs provide updates to senior management and participate in guidance review meetings.
 - Develop systems and policies for products.
 - Prepare reports and strategies for product development, planning and analysis.
 - Training of employees and branch managers.
 - Support the main center in renewing directions and expanding branches.
 - Drive growth and customer satisfaction in portfolio accounts.
 - CRM development and output analysis.
 - Responsible for managing portfolio profits and losses, and business planning.
 - Reducing project risks and achieving project objectives.
 - Opening of the Muhammadiyah branch.
 - The opening of the Hofuf branch in the Eastern Province.
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2007-2009

Sales Manager at Crowne Plaza IHG.

- Analysis local market trends and competitor activity to identify business leads
- Develop customer accounts and travel within the local area to drive business into the specific hotel/cluster and to increase market/customer share in all revenue streams
- Negotiate room rates/packages with corporate clients
- Develop and implement creative local marketing channels, including social media channels
- Prepare company contracts for the hotel in accordance with current business and pricing conditions
- Work within current business strategies and recognising potential opportunities.
- Cooperate with other departments in the hotel to create an exceptional Guest experience and build strong, comprehensive sales programs.
- Attend Sales events, as required.
- Produce accurate and timely reports that meet the needs of the Sales Director and senior management to include the reporting of appointments, calls made and business leads.
- Answer customer queries in a prompt and professional manner.
- Manage staff performance in compliance with company policies and procedures.
- Recruit, manage, train and develop the Sales team.

Training & Courses:

- Computer certificate office 2007-Edad Institute for Training & Management
 - The program of Protocol and Receptionists 23 -27 Nov 2008
 - Basic Banking course 12-16 Feb,2011. Banque Saudi Fransi.
 - Anti-money laundering and terrorist financing Program 21 Aug 2011.
 - Information Security Awareness Program 26 Feb, 2012.
 - Priority Banking course at Banque Saudi Fransi Feb 2013.
 - Compliance training 10- 9-2013.
 - BSF Annual Information Security Awareness Program.
 - Certificate of Employee excellence 28 May 2014.
 - AML high risk 26-0 7-2016.
 - Security Awareness 01-11-2016.
 - Branch Manager Accreditation Program in 27-11-2016.
 - English course at the British Council institute.
 - Stress and time management organized by Banque Saudi Fransi Academy.
 - Project risk management (RMP) from Project Champions Academy 08-2020.
 - Project management (PMP) from Project Champions Academy 09-2020.
 - Feasibility study from Riadah Academy 06-2021.
 - Strategic Planning from Riadah Academy 07-2021.
 - Quality Management from Riadah Academy 08-2021.
 - Business model and analysis of investment opportunities for projects from Riadah 08-2021.
 - Entrepreneurship in the Kingdom Opportunities and Challenges from Riadah 08-2021.
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Skills:

- Interpersonal Communication.
- Critical Thinking Problem Solving.
- Problem Solving.
- Emotional Intelligence.
- Creativity.
- Teamwork.
- Active Listening.