



Moahmmed Mojibur Raheman

INTERNATIONAL SALES LEADER & BUSINESS DEVELOPMENT // IT PROFESSIONAL

- *Having 18 years of experience in Sales & Marketing and Business Development Account Management Skills. To obtain a challenging sales/business development position where I can utilize my sales skills in the field of IT services to add value into organizations mission statement with opportunity for professional growth. I have a background in ORACLE, SAP & MS Solution and business processes that feed corporate growth, allowing me to help executives achieve their long-term corporate goals.*
- *Strategic and experienced Sales & Business Development Leader with strong planning and execution experience across developed and emerging markets of Saudi Arabia. Delivered Multi-million dollar quotas across the region directly and via teams I have managed to provide business technology solutions to achieve their mission critical priorities.*
- *Managed channels partners and distributors in the countries covered, leading engagements with experienced resellers to ensure quota delivery. Performed onboarding and enablement for partners in incubation, supported joint campaigns and initiatives with strategic resellers, ensuring deal and order management adherence.*

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Experience

Nov 2021 - Present	<p>Territory Sales Manager</p> <p>Mastek/Envoys Saudi Arabia Jeedah</p> <p>Manage large Banking, financial services, and insurance (BFSI) accounts as client partner, grow the YOY revenue and services penetration across the industry</p> <p>Develop and maintain the long-term relationship between Mastek\Envoys and designated customers to support Enterprise Applications line of business revenue growth. Works towards an allocated Cloud/SaaS Sales Revenue target. Recognized as a competent resource to manage country regions handling key large and complex deals throughout their entire sales cycle</p> <p>Conduct digital health check and technology gap analysis to arrive at a transformation tactics. Focus on superior user experience by capturing, interpreting, and actioning the analytics data</p> <p>Responsible for driving sales for Oracle Enterprise Applications (Cloud Applications & On Premise Solutions) Middle East Region. These include:</p> <p>Enterprise Resource Planning (ERP/EPM),HCM (Human Resource/HR)</p> <p>Customer Experience (CRM),Digital Transformation (AI & ML) RPA, IoT,</p> <p>Business Intelligence (BI & BIG DATA Analytics),Enterprise Apps Integration (EAI), Mobile Apps Development, Managed Services, Service Now Implementation, DevOps, SaaS Development Framework - Tech Cello - For building Multi-tenant applications, Blockchain Sales Framework, Cyber security Solution Sales</p> <p>Execute customer requirement as end-to-end projects with Fix bid/T&M for both Onsite & Offshore Model</p>
Nov 2020 - Oct 2021	<p>Business Development Manager</p> <p>Baas International Group Saudi Arabia, Al Khobar</p> <p>Developing business across Middle East. More than enough life experience and a strong believer in humor and play. Deep understanding of digital transformation business drivers, cloud platforms, capabilities and solutions, approaches of direct & indirect sales channel.</p> <p>Responsibilities:</p> <p>Sales pipeline development and management</p> <p>Client relationship-building and associated call planning</p> <p>Appropriate interaction with the various teams to successfully pursue/engage in the opportunities so that the client clearly understands the CLIENT's value</p> <p>Managing and retaining relationships with existing clients</p> <p>Increasing client base</p> <p>Having an in-depth knowledge of business products and value proposition</p> <p>Negotiating with stakeholders</p> <p>Identifying and mapping business strengths and customer needs</p> <p>Execute customer requirement as end-to-end projects with Fix bid/T&M for both Onsite & Offshore Model</p>
Mar 2016 - Oct 2020	<p>Applications Sales Manager</p> <p>ORACLE Saudi Arabia</p> <p>My role was is an ERP Application Sales Manager in Oracle Saudi Arabia, Jeddah region to develop and maintain the long-term relationship between Oracle and designated customers to support Enterprise Applications line of business revenue growth. Works towards an allocated License and Cloud/SaaS Sales Revenue target sales. Sells of product or services directly or via partners:</p> <p>Sells a subset of product or services directly or via partners to a large number of named accounts/non-named accounts/geographical territory.</p> <p>Achievements & Responsibilities:</p> <p>Winning new Enterprise Applications (ERP,HCM/HRM, CX/CRM,) license and Cloud/SaaS sales revenue in line with targets</p> <p>Developing a strategy and sales plan to address Sector requirements</p> <p>Developing profiles of targeted accounts</p> <p>Defining appropriate Enterprise Sales Industry Value Propositions for Enterprise Applications (ERP,HCM/HRM, CX/CRM) solutions</p>
Aug 2013 - Feb 2016	<p>SAP Sales Manager</p> <p>SSBS Systems of Strategic Business Solutions Saudi Arabia, Al Khobar</p> <p>My role was to primarily mine potential business to increase revenue, and secondarily to ensure smooth operations, customer alignment. I was managing highly critical key accounts such as Marafiq, Tasnee, Chemanol, Sipchem, Sahara Petrochemicals, Aramco, SABIC and Advanced Petrochemicals.</p> <p>Core business lines selling: SAP HANA, SAP Business All-in-One, Consulting services, Training, Outsourcing Industry Verticals, Staff Augmentation Services</p> <p>Responsibilities:</p> <p>Prepare Statistical analysis & action plans, reports for the Sales & Collection to be reviewed by the Sales Manager on a monthly basis</p> <p>Update my pipeline in daily basis to be discussed with the management at the weekly meeting. Qualifying leads that comes from telemarketing team and convert them to real qualified opportunities.</p> <p>Supervise the current & the previous outstanding projects</p> <p>Preparing forecast quarterly,Supervise the implementation of the projects for my accounts.Maintain a solid relationship with partners team</p> <p>Identify new leads for the partners.Annual strategic planning process</p> <p>Experienced in improving, managing cross-functional teams, and administering multi-million projects from feasibility to commissioning</p> <p>Product management for several national and multinational product vendors</p>
Jul 2010 - Nov 2012	<p>Regional Sales Manager</p> <p>Al Falak Software Products Division Saudi Arabia</p> <p>I was responsible for selling Software Products mainly, along with services, support and maintenance contracts, and whole hosts of other IT offerings.</p> <p>Achievements & Responsibilities:</p> <p>To develop business relationship and interface with Saudi Aramco, SABIC, SEC as well as private sector as AL-FALAK representative.</p> <p>To handle large scale accounts with the responsibility.</p> <p>Implement the sales strategy to ensure that sales targets are met or exceeded in marketplace.</p> <p>Identify new accounts to sell products and services to, to fulfill turn over objectives</p> <p>Develop and maintain relationships with new and existing clients to expand sales.</p> <p>Develop and deliver accurate sales forecasts in line with business objects</p>
Oct 2004 - May 2009	<p>Sales Account Manager</p> <p>LAST SOLUTION EST Saudi Arabia, Al Khobar</p> <p>Leading the sales team and responsible for the sales pipeline for Software, Deployment and Project Management Services, Training Services.</p> <p>Responsibilities:</p> <p>Focused on Channel Sales activities with resellers for Compaq PCs, Servers and Laptops.</p> <p>Overachieved sales quota every year.</p> <p>Acquired business alliance with Cisco to expand organizations offerings</p> <p>Responsible for complete business cycle project delivery, outsourcing manpower, negotiating with vendors, placing orders overseas, managing implementation phase till signing of the project.</p> <p>Prepare Statistical analysis reports for the Sales & Collection to be reviewed by the Sales Manager on a monthly basis.</p> <p>Update my pipeline in daily basis to be discussed with the management at the weekly meeting. .</p> <p>Follow up the projects & tenders.</p> <p>Supervise the implementation of the projects for my accounts.</p> <p>Preparing statistical of sales & customer figures plans.</p>

Education

- 2001	<p>Bachelor Of Arts</p> <p>Utkal University India</p>
- 2010	<p>Master's in Business Administration (M.B.A) in Sales & Marketing</p> <p>North Orissa University India</p>

Languages

English

Hindi

Odia

Skills

Coaching & Mentoring	Sales Leadership	People Development	Performance Management
Quota & Forecast	Sales Ops. and Analytics	Direct & Indirect Sales	Strategic Planning
Mgmnt	SAP Sales	Symantec Sales	Microsoft Sales
Risk Mitigation	Excellence EMEA 2013	Expert	Expert
Oracle SaaS Customer Success EMEA 2016			

Projects

- The Arabian Petroleum Supply Company (APSCO) SaaS ERP, CX digital transformation Project Sales.,
- AJIL Financial Services Company ERP & Oracle Technology license Sales.
- International Hospitals Construction Co Ltd (IHCC) SaaS Project Management digital transformation Project Sales.
- Sigma Paints SAP HANA Implementation digital transformation Project Sales.
- Umm Al-Qura Cement Co Saudi Arabia SAP End to end implementation Project Sales.
- AL YAMAMA, Dammam End-to-end SAP implementation Project Sales
- MARAFIQ Saudi Arabia SAP SRM Project Sales & many other deals
- Bupa Insurance Digital transformation
- Saudi Binladin Group Operation and Maintenance Digital transformation
- Al Sharif Group Holding Digital tranformation

Certifications & Courses

- +A Networking certified, MCSE & CCNA

Honors & Awards

Q4 FY16 Award (1.7 \$ Mill SAP HANA Business)
Award for Appreciation on completing 2 Years in SSBS (2016)
Q1 FY15 Award (2.0 \$ Mill SAP First SRM Implementation Business)
Best Performer Achievement Award 2015

Saudi Driving License