Naif Badawi

Senior Business Development

Excels at planning and operating projects for different industries, analyzing the market, while also complying with governmental regulations. Developing company strategy, implementing improvements, projects reporting, monitoring processes, procedures and learn new strategies that might contribute in achieving the goals of the Kingdom's vision 2030

Nationality Address
Saudi Arabian Riyadh, Saudi Arabia



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SKILLS:

Professional:

Microsoft Office Applications

Personal:

Project Execution

Communication Skills

Quick Learner

Strategic Planning

Business Analysis

Critical Thinking

Problem Solving

Negotiation Skills

Project Management tools:

Trello

Oracle

Mandy

EDUCATIONAL HISTORY:

North Carolina University as Diploma

of English Translation and Literature

CERTIFICATION

Quality Management Training

Manger of IT dep Eng.: Mohammed Kettaneh at Marcome Arabia Co.

Nov 2022

Qualifying PR Manager as an ideal Trainee Technical & Vocational Training Corporation

o Jun 2021

Human Resource Management Technical & Vocational Training Corporation

May 2020

WORK EXPERIENCE:

Marcom Arabia May 2022 – Present

Senior Business Development – Key Account Manager

- Assessing and advising on potential collaborations and partnerships.
- Maintain current client relationships and identify areas for potential client.
- Develop a growth and sales strategies focused on both financial gain and customer satisfaction.
- Identifying new clients by researching and creating networking opportunities.
- Negotiating and closing business deals that promote sustainedrevenue.
- Review agreements and prepare summary and recommendation report for management.

MakanE Feb 2022 – May 2022

Senior Sales Executive

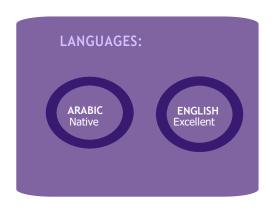
- Negotiating and closing business deals that promote sustained revenue.
- Managing the relationship and communication with the clientand all stakeholders, ensuring the project is delivered to their satisfaction.
- Analyzing and expanding business operations toward sustained growth.

SAMACO Automotive Porsche Sep 2021 - Feb 2022

Sales Consultant

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- Empowered customers with product knowledge and presentations, while earning customer satisfaction and sale of vehicle.
- Expanded client base through positive, professional relationships with customers that has led to repeat business and referrals.
- Maintained customer satisfaction rating of 90% by making follow up calls addressing customer needs and concerns.





Zahran company for maintenance and operation

Jan 2021 - Sep 2021

operation Specialist – procurement Department

- sourcing, negotiation, contract management and supplier relationship management.
- Negotiating and closing business deals that promote sustained revenue.
- Analyzing and expanding business operations toward sustainedgrowth.



Haval Jan 2020 - Dec 2020

Sales Specialist - Sales coordinator

- Goal-Oriented Salesperson with 4 Awards of excellent customer service practices.
- Assigning territories and quotas to company sales staff.

Coordinating and multi-tasking job duties in the workingenvironments.

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Al-Faisal Construction Corporation May 2012 - Apr 2020

Government Relations Officer & Business Development Specialist

- Responding to staff enquiries on visa/labour/passport matters.
- Other duties as requested from time to time.
- Conduct market research to identify customer trends.
- Develop and create marketing materials.