

Marwan Ibrahim Al-abdulahadi

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Summary

Resulted driven Experience in Business Development pertaining to Sales, marketing strategies, research, Product development and client's relationship

Education

Bachelor degree in Business Administration with GPA 4.57 out of 5, technical & Voc.College, Saudi Arabia

Attended advanced English course in IRLAND for 8 months. Also, attended various management courses

OR

- **Jan – Oct 2019** English course in Institute, Ireland
- **5-10 April 2019** Customers relation ...course /KFUPM
- **5-10 April 2019** Sales techniques...
- **5-10 April 2019** Communication & negotiation skills

Experience

2017 – 2022

Business development Manager, Zenith Arabia co. a leading IT and educational solutions provider in Saudi Arabia, with multiple industries and sectors, emphasis on Education, Government, and Enterprise. An Apple Authorized Education Specialist. (>11K Clint's, >6K projects &> 44 technology partners)

- Conducting market research including tracking competitor's
- product development & marketing strategies
- Develop & maintain relationship with clients (universities, Gov. Dept. Private sectors) to enhance company sales & revenue
- Attending industry specific events & presenting co. products explaining the specs/features of co. products & services in addition to addressing any concerns the clients may have
- adopted sales techniques to specific clients' needs
- conduct daily on site products demonstration to highlight features, answer customer's questions
- review sales performance for sales division and generated key reports for monthly meetings
- **Established, developed and maintained positive business and customer relationship**
- **Reached out to customers leads through cold calling and e-mailing**
- Coordinate sales effort with team members and other depts.
- **Presented, promoted and sold products/services using solid arguments to existing and prospective customers**
- Expedite the resolutions of customer problem and complaints to maximize satisfaction
- Participate in the annual company objectives pertain to marketing & sales

Skills

- ✓ Presentation, Communication & negotiation Skills.
- ✓ Microsoft office & Software applications
- ✓ Problem solving & Team leadership
- ✓ Arabic & English languages