

# RABAB ALOMANI

## PROFESSIONAL SUMMARY

Saudi professional woman offering 13 years total experience seeking Sales Account Manager position .

## WORK HISTORY

### **Sales Account Manager**, 08/2020 - 08/2021

Advanced Business Solutions, Ryiadh

- Oversaw sales forecasting, goal setting and performance reporting for all accounts.
- Directed work of efficient administrative team maintaining accurate sales, inventory and order documentation.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Developed competitive comparison tables of [SAP Solutions](#) pricing, fees, ratings, category and product performance to use for account sales calls.
- Created sales contacts with on- and off-premise accounts.
- Built client relationships by acting as liaison between customer service and sales teams.
- Contacted regular and prospective customers to explain product features and solicit orders.
- Organized joint sales calls with current customers and outside vendors.
- Obtained and evaluated credit information about prospective customers.
- Negotiated prices, terms of sale and service agreements.

### **SAP ABAP Consultant**, 07/2012 - 01/2019

Ejada Limited System, Khobar

- Customer Services and Telephone Marketing: To introduce the company as well as our services via a brochure on SAP business One ( ERP ) solution, Explain all necessary details about the software and present it's associated features to the customers to enable them to understand and operate the program.
- Worked as SAP ABAP Consalutant for several Saudi Aramco projects. The assigned role is to accomplish multiple assignments in specific projects which cover creating reports, function Modules, ALV Grid reports , Data elements, domains, creating transactions and smartforms . Below is a summary of basic work assignments that I involved in:



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## SKILLS

- Business analysis
- Team Leadership
- Document oversight
- Product and Service Sales
- Presentation ability
- Project Management
- System development and administration
- Business development and planning
- Account management
- Relationship building and management
- Verbal and written communication
- Product development
- Software applications

- MOH-OTTAR Maintenance & Support Project.
- SAP U Drive System Enhancement.
- Enhancement to PR PO Bidder List Processes.
- Training Development & Organization Management Enhancements.
- Enhancement of Patient Processing & logistics.

**SAP ABAP Consultant**, 04/2009 - 05/2012

AlBilad Arabia, Khobar

- Automate Account Reconciliation & Ship Shore Incident Tracking Project.
- Kofax Imaging Application Enhancement Project.
- Aviation Maintenance Plant Maintenance Project
- E-Travel Project.
- E- Banking SWIFTNET Application Migration Project.

**Saudi Aramco Coordinator** , 02/2009 - 03/2009

Tammema International Trading Co. , Dammam

- Worked on Saudi Aramco Portal (SAP) .
- Check material availability, publish ASN and coordinate with Excel to expedite delivery, as well as correspondence with Aramco and overseas suppliers on email.
- Maintain records of incoming purchase orders & local.

## EDUCATION

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**Bachelor of Arts, English Language And Literature**

Imam Abdulrahman Bin Faisal - Dammam

## CERTIFICATIONS

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- SAP Certified Development Associate - ABAP with SAP NETWeaver 7.0
- ICDL (International Certification Driving license ).

## COURSES

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- Administrative leadership by Ethrai .
- SAP Successfactor in HR Payroll module.
- A comprehensive HR Management from Special Technical Center.
- PMP project management project.