

# 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

Saudi Arabian

### Address

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**  
2014

### 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



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 sustained revenue.
- 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 client and 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

- 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.

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## LANGUAGES:

ARABIC  
Native

ENGLISH  
Excellent



### **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 sustained growth.



### **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 working environments.



### **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.
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