

Abdulrouf Alghonim

Business Development Manager



Objective

When it comes to data analytics, big data, business development and innovative solutions, I find my passion and I know my tools from the inside out. Great experience comes with great leaders and analysis.



abdulrouf.ghonim@outlook.com
Dammam Saudi Arabia, Zip-31122
Oct 1, 1994



+966502499798
<https://www.linkedin.com/in/abdulroufalghonim-26633517a>

Experience

Apr 2021- Present, Khobar, Kingdom of Saudi Arabia

▪ Business Development Manager

Services Advisor for Communications EST

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Attending conferences, meetings, and technology events.
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.
- Training personnel and helping team members develop their skills.

Jun 2018- Mar 2021, Dhahran , Kingdom of Saudi Arabia

▪ Business Analyst/Project manager

Saudi Aramco

Description :

- * Analyze IR4.0 business and domain requirements
- * Manage division meetings, and recommend solutions.
- * Communicate clear and concise IR4.0 requirements to the development team.

Responsibilities:

- * Ensuring IR4.0 projects timely delivery and adherence to business requirements.
- + Accelerate IR4.0 project deployment by maintaining all documentation required for development and support team to deploy IR4.0 POCs.
- * Technical documentation for all IR4.0 projects in division, including UML diagrams, functional requirements, user scenarios, project charter, schedule, deadlines and documentation, and weekly reports on each project status.

Technologies:

- * IBM Watson Speech
- * IBM Watson Assistant
- + IBM Watson discovery
- * TIBCO Spotfire Data Visualization and Analytics Software
- + Microsoft Project Manager
- * SAMR Track (Aramco APP)
- + Microsoft Office

Mar 2017- Oct 2017, Dhahran , Kingdom of Saudi Arabia

▪ TECHICAL SUPPORT TEAM LEADER

iRead Award 2017] King Abdulaziz Cultural Center (ithraa)

Responsible for the tasks of the design team, the sound team, the lighting team, the photography team, the television screens, the daily news updates and the weekly magazine.

Organizing the presentations for guests and the microphone

Nov 2016- May 2018, Khobar, Kingdom of Saudi Arabia

- **AMBASSADOR AT THE UNIVERSITY AND THE EASTERN PROVINCE**

Microsoft Arabia

Provide Microsoft certification programs for students, faculty and management.
Present and explain new updates to Microsoft products and ways to make full use of them in technical exhibitions.

2015- 2017, Eastern Province

- **FREELANCER PROJECTS**

Our business was designing and developing websites, software maintenance and retrieving lost data from hard-disk and server. One of my main tasks was to build a communication between my company and clients.

2014- 2015, Dammam, Kingdom of Saudi Arabia

- **Marketing Specialist**

Creation Advertising Company

| was responsible for developing marketing campaigns to promote a product, service or idea.
It is a diverse role that includes: planning; advertising; public relations; event organization product development and distribution.

We also communicate with current clients and update them on our ideas and business and gain the trust of new customers to join our success partners.

« The largest of them was the university | graduated from.

2013- 2014, Eastern Province

- **QUALITY SUPERVISOR**

Al Wasilla Newspaper

Quality assurance of that products and services for the distribution team to meet the purpose, is consistent and meets both external and internal requirements.

This includes legal compliance and customer expectations.

2011- 2013, Dammam, Kingdom of Saudi Arabia

- **Sales Representative**

Basamh Co.

Customer Service, Meeting Sales Goals, Selling to Customer Needs, Product

Knowledge, People Skills, Energy Level, Dependability, General Math Skills, Verbal Communication

Education

2013 - 2018, Dammam, Kingdom of Saudi Arabia

- **Bachelor of Computer Information Systems**

Imam Abdul Rahman bin Faisal University

2014 - 2014

- **ICDL**

LAU

2016 - 2016

- **Redhat**

LAU

2019 - 2019

- **Digital Marketing**

Google

2020 - 2020

- **Tibco Spotfire**

Tibco/Aramco

2022 - 2022

- **PMP**

PMI

2022 - 2022

- **Scrum Master**

Scrum.org

Skills

- Business Analysis
- Business Consultant
- Team Leadership
- Handling conflict
- Problem-Solving
- Teamwork
- Public speaking
- eagerness to learn
- Hard Worker
- Change Management
- motivated and friendly
- good negotiator
- Team Spirit

Languages

Arabic
Native

English
Advanced