

Feras Albaitam

📞 33940282

✉ Ferasmunther@gmail.com

🌐 [linkedin.com/in/feras-albaitam/](https://www.linkedin.com/in/feras-albaitam/)

Education

Bachelor's Degree in Business Studies & Administration	Graduated Feb 2022
<i>Arab Open University</i>	<i>Bahrain</i>
Relevant Coursework: Accounting, Finance, Management, Customer Behavior (including Marketing), Business Sustainability, and Business Management	

Experience

Venustusy – Project	May 2025 – Present
<i>Business development association</i>	<i>Bahrain</i>
<ul style="list-style-type: none">- Creating sales strategy for benchmarking, pricing models and inbound marketing for their AI agent.- Market entry research and comparative study of marketing channels for the AI agent.	
Eman Matar Physiotherapy and Rehab Center – Contract	Apr 2025 – June 2025
<i>Business development</i>	<i>Bahrain</i>
<ul style="list-style-type: none">- Returning the center to the peak point in 2022 by developing the methods they provide.- Providing strategies to reduce time and financial wastage.- Creating procedures from start to end of the process by providing KPIs.	
Bahrain Airport Services – Intern	May 2024 – Jul 2024
<i>Business development intern</i>	<i>Muharraq, Bahrain</i>
<ul style="list-style-type: none">- Develop the company by using strategies and techniques, Such as cross functional, flow charts, six sigma and KAIZEN, etc.- Develop and implement innovative strategies to increase revenue- Worked on implementing OPS, ACC and logistics departments.- Presenting the final project to the managers to approve the improvement.	
National Bank of Kuwait - Intern	Jan 2023 – Jul 2023
<i>Treasury Operation Intern</i>	<i>Seef, Bahrain</i>
<ul style="list-style-type: none">- Verified and confirmed trades made by treasury front office to ensure accuracy.- Ensured transactions are settled correctly, involving the transfer of funds and securities between parties.- Independent verification of deals done by the dealers.- Sending confirmations (SWIFT) to counter-party banks.- Familiar with platforms such as SWIFT, Reuters, HSBC and Murex- Contacting counter parties for settlement.	
National Bank of Bahrain – Intern	Mar 2022 – Jun 2022
<i>Procurement Intern</i>	<i>Manama, Bahrain</i>
<ul style="list-style-type: none">- Verifying purchase requisitions (PR) by comparing items requested to master list and available budget.- Helping in the issuance of request for proposals (RFP), request for information (RFI) and request for quotation (RFQ) to vendors as per policy and evaluate commercial submissions where applicable.- Managing the relationship and communication between vendors and internal end-user.- Onboarding registration process in system and resolving any issues.- Maintaining POs, contracts and Vendors data accurate and up to date in the system.	

Certificates

NOCN Level 5 Award in Productivity Improvement Practice	Oct 2024
<ul style="list-style-type: none">- Identification, planning and implementation of data analysis of productivity improvement projects.	
NOCN Level 4 Certificate in Productivity Improvement Practice	Oct 2024
<ul style="list-style-type: none">- Identification, planning and implementation of data analysis of productivity improvement projects	
ACI Dealing Certificate	Oct 2023
<ul style="list-style-type: none">- Focusing on financial markets, foreign exchange, Rates, FICC and financial market application.	
Introduction to treasury Operations – BIBF.	Mar 2023
<ul style="list-style-type: none">- Introduced to the various roles of dealers, brokers, operations officers, and middle office personnel	

Skills & Abilities

- Familiar with banking systems such as Murex, HSBC, Reuters, Swift and dynamics 365, etc.
- Using KIZENN, Six Sigma, flow charts doing process cross functional.
- Maintain the onboarding vendors and clients in SAP system and Dynamics 365.
- Familiar with supply chain processes, RFI, RFP, RFQ and tenders, etc.

Languages: English (fluent), Arabic (Native)

Nationality: Kingdom of Bahrain

Date of Birth: 15/01/1999