

Mohammed Itani

Business Development & Operations Manager

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Residence Visa | linkedin.com/in/mohammeditani/

RESUME SUMMARY

Operations & Business Development Leader with 20+ years' experience driving growth, streamlining processes, and leading high-performing teams across the Gulf and USA. Proven ability to turn strategy into results, optimizes efficiency, and secure strong client and stakeholder partnerships.

CORE COMPETENCIES

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|--|--|---|
| • Strategic Business Development | • Corporate Growth & Expansion | • Market Entry & Feasibility |
| • Operations & Process Optimization | • Cross-Functional Leadership | • Government & B2B Partnerships |
| • Budgeting & Cost Control | • Contract Negotiation & Vendor Management | • Sales Strategy & Pipeline Development |
| • Organizational Performance Improvement | | |

PROFESSIONAL EXPERIENCE

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|-------------------------------|---|
| 2023 – Present Dubai - UAE | Business Development Manager <i>MYP Holistic Consultancy</i> <ul style="list-style-type: none">• Drove significant growth in corporate client pipeline by generating a high volume of qualified leads through strategic networking and targeted cold calling.• Cultivated and sustained strong relationships with senior decision-makers across corporate and government sectors to secure long-term business opportunities.• Represented the organization at trade shows, conferences, and industry events, boosting brand visibility and consistently converting leads into clients.• Designed and delivered tailored wellness and professional development programs, including stress management, team-building, advanced sales training, and leadership coaching, enhancing client performance and engagement.• Optimized client management processes by implementing CRM tools to streamline communication, track interactions, and strengthen customer retention. |
| 2020 – 2023 Sharjah - UAE | Regional Business Affairs Manager (Middle East) <i>Seven Seas Group LLC</i> <ul style="list-style-type: none">• Spearheaded business development strategies that expanded market presence, achieved sales goals, and drove profitability.• Successfully managed start-up operations, streamlining processes, optimizing vendor selection, and negotiating contracts to ensure efficiency.• Built and maintained strong client relationships by delivering tailored solutions, consistently converting prospects into long-term customers.• Designed and executed innovative marketing strategies that boosted brand awareness and generated significant revenue growth.• Expanded business operations into global markets, preparing entry strategies for the US and KSA to support international growth.• Implemented best practices and performance metrics that reduced costs, improved workflows, and increased employee engagement.• Collaborated with cross-functional teams to enhance facility performance, optimize expenses, and support operational stability. |
| 2016 – 2019 Sharjah - UAE | Operations Manager <i>Sulinda Trading FZE</i> <ul style="list-style-type: none">• Oversaw full-cycle operations including procurement, logistics, supply chain, and compliance within the Free Zone framework. |

- Developed strategic business plans aligned with market forecasts to increase revenue and maintain cost efficiency.
- Optimized inventory management and order fulfillment in compliance with pharmaceutical standards.
- Streamlined workflows and introduced automation that reduced operational costs and improved profitability.
- Managed import/export documentation, customs clearance, and trade compliance with international regulations.

2014 – 2016
Kuwait

Business Development | Events Manager

Majesty Group (Marketing, Communications, Events)

- Secured and managed government contracts by identifying opportunities, developing tailored proposals, and building strong relationships with public sector stakeholders.
- Led the planning and execution of high-profile events for government entities and VIPs, ensuring alignment with protocol, branding, and strategic objectives.
- Promoted new services to existing government clients, driving account growth, renewals, and long-term partnerships.
- Enhanced persuasive pitches and presentations that addressed public sector needs and complied with procurement standards.
- Collaborated cross-functionally to deliver customized event solutions on time and within budget.
- Resolved client objections with a solutions-focused approach, ensuring high satisfaction and repeat engagements.

2011 – 2013
Kuwait & UAE

Operations Manager

Supply Core Middle East (U.S Military Logistics)

- Managed logistics and warehouse operations for U.S. military contracts, ensuring compliance with safety and defense standards.
- Streamlined workflows, improved staffing allocation, and optimized resource utilization for greater efficiency.
- Produced operational reports to support executive decision-making and continuous improvement.
- Oversaw quality assurance for receiving, storage, and distribution of military equipment in line with U.S. regulations.

2011 – 2013
Kuwait

Operations Manager

Supply Core Middle East (U.S Military Logistics)

2008 – 2011
Kuwait & UAE

Cycle Count & Security Manager

M.H.Alshaya Co. W.L.L. (Loss Prevention)

EDUCATION

Florida, USA

Associate of Arts in General Education

Central Florida Community College

LANGUAGES

- ENGLISH
- ARABIC

CERTIFICATES

- Management Training Program of Bob Evans Farms
- Certificate/License of Food Quality and Sanitation, Bob Evans Farms
- Sales Team Training, CIBC National Bank
- SunTrust University/ Employee Training: Client Privacy

TECHNICAL SKILLS

Microsoft Office

Word, Excel, PowerPoint & Outlook