

Mohammed Itani *Business Development & Operations Manager*

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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

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

PROFESSIONAL EXPERIENCE

2023 – Present
Dubai - UAE

Business Development Manager

MYP Holistic Consultancy

- 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)

Seven Seas Group LLC

- 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

Sulinda Trading FZE

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

TECHNICAL SKILLS

Microsoft Office

Word, Excel, PowerPoint & Outlook