

Feras Albaitam

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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>
- 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>
- 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>
- 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>
- 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>
- Verifying purchase requisitions (PR) by comparing items requested to master list and available budget.	
- Helping in the issuance of request for proposals (RFP), request or 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
- Identification, planning and implementation of data analysis of productivity improvement projects.	
NOCN Level 4 Certificate in Productivity Improvement Practice	Oct 2024
- Identification, planning and implementation of data analysis of productivity improvement projects	
ACI Dealing Certificate	Oct 2023
- Focusing on financial markets, foreign exchange, Rates, FICC and financial market application.	
Introduction to treasury Operations – BIBF.	Mar 2023
- 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.