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Summary

An experienced business manager with a diverse background in leadership, strategy, production, marketing and sales. A (can do , can achieve) attitude and a detail oriented approach towards business. Always stood distinguished by incorporating a culture of innovation and creativity within the organization. Developed highly successful teams strengthened by diversity in culture and skills to deliver outstanding results. Cross- business experience includes knowledge in supply chain, operations, marketing, sales and finance. With solid business management expertise, a passionate individual who contributes to an organization's success via leadership, innovation and entrepreneurship. Took care of all logistical, marketing and sales operations which always resulted in a high quality of work, cost savings and the satisfaction of our customers & partners. Did biggest marketing and sales campaign for the organization. Achieved sales growth over SAR260 million a year, expanded new sales points, developed company work in all departments, made strategic relationships with main partners, made good relations with customers, solved their problems and complaints and did everything necessary to continue and develop these partnerships further. Developed the work team to achieve the goals of the organization. Loyal and tactful sales & marketing manager with experience tracking product line sales and costs by entering and analyzing sales, expense, and new business data.

Professional synopsis : Dynamic , Result Oriented and Success Driven Professional with excellent experience in managing the entire business marketing and sales operations of various types of organizations .

Social skills and competences :

*Team leader: Worked in various types of teams from research team to university football league.

*Well-organised and experienced in working with people of different cultures & nationalities.

*Creating and maintaining a mutual friendly relationship with people of different cultures.

Experience



Regional Sales Manager

AlKhuraiji Factory

Dec 2020 - Present (3 years 5 months)

- Consistently met company and department objectives within budget and time constraints.
- Researched issues to address shipping errors and packaging mistakes.
- Negotiated pricing with distributors and customers to optimise cost savings.
- Manage variety activates such as logistics, sales , marketing and development .
- Assists on the annual sales and marketing plan.
- Prepare sales contracts and approve orders for processing.
- Update the management about the marketing demand related to Perfumes, Cosmetics & Medicinal Products.



Sales Manager

Mahmood Saeed Limitid Company

Feb 2015 - Aug 2019 (4 years 7 months)

- Maximised revenue by strategic upselling customers items, increasing sales where possible.
- Retained existing customers and substantially grew customer base, product line and sales volume.
- Mentored and trained staff to drive productive goal setting and field sales objectives achievement.
- Partnered with sales representatives during customer consultations to build agency and customer relations.
- Resolved customer queries through effective communication and providing a step-by-step solution and explored new marketing and branding partnerships with high-profile clients
- Developed and increased the sales in the region over SAR55 million, managing the region logistically and financially as well as doing all management role.
- Achieve the maximum sales profitability, growth and sales penetration within an assigned sector by effectively selling the company's products and Maintains high customer satisfaction ratings that meet company standards.
- Ensures the assigned sales targets to the salesmen are achieved.
- Establish productive, professional relationships with key personnel in assigned customer accounts.

Sales Manager

Swiss Corner For Watches Company

Dec 2012 - Jan 2015 (2 years 2 months)

- Increased sales growth over SAR260 million a year.
- Contributed to expanding new showrooms all over the kingdom and UAE and Qatar by 25%.
- Worked on market analysis and responsible of the company marketing activities.
- Supervise logistics operations and supply chain import and export.
- Identified opportunities for cross-promotion with new and existing partners, implementing necessary processes to achieve goals.
- Developed and implemented sales and marketing strategies, ensuring long-term sustainability.
- Worked closely with Product Managers to develop accurate and cost-effective product marketing plans, analysing results to adjust marketing efforts as needed and optimised profitability to meet marketing objectives and drive product line growth from concept through product life cycles.
- Conducted market research to rationalise category and segment opportunities.
- Strengthened product branding initiatives by developing communication campaigns, promotional materials, market intelligence information and databases for watches market to maximise outreach.
- Grew engagement, interaction and reputation through multi-platform campaigns for outstanding levels of client satisfaction and maximised company sales by maintaining first-class professional relationships with key clients.
- Consistently met company and department objectives within budget and time constraints.
- Implemented processes to ensure goods were checked stored and dispatched correctly to minimis

Team leader

Falcon Technologies

Jan 2007 - Sep 2010 (3 years 9 months)

- Fostered positive employee relationships through effective communication, training, and career development coaching.
- Proactively contributed to business strategy and structure by identifying areas for improvement in processes and resource allocation.
- Provided leadership and direction for employees, supervising activities to drive productivity and efficiency

Education



Neville Wadia Institute Of Management Studies and Research

Master of Business Administration - MBA, Production & Materials management
2010 - 2011



Neville Wadia Institute Of Management Studies and Research

Master of Business Administration - MBA, Marketing Management
2004 - 2006



Modern Education Society's Ness Wadia College of Commerce, Pune- 411001

Bachelor of Commerce - BCom, Business Administration and Management, General
2001 - 2004

Skills

Sales • Sales Management • Business Administration • Commerce • Leadership • Administration •
Team Leadership • Management • Consumer Goods • Business