

Hussin Bu Ali

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PROFILE

Business Development Specialist with a strong interest in enhancing corporate efficiency through internal auditing, governance, and risk management practices. Possesses foundational knowledge in financial management through academic studies and is eager to grow professionally in a results-driven environment focused on institutional development and operational oversight.

EDUCATION

Bachelor’s Degree in Financial Management
King Faisal University
Studied key concepts in corporate finance, budgeting, and financial analysis . Gained foundational knowledge in business strategy, risk management, and financial planning through coursework and academic projects. Developed analytical thinking and a solid understanding of financial principles relevant to organizational decision-making.

2018 – 2022
Al-Ahsa, Saudi Arabia

PROFESSIONAL EXPERIENCE

Business Development Specialist
DR SULTAN Professional Consultation Co.

- Identified and pursued new B2B clients to expand the customer base.
- Managed and maintained relationships with existing clients to ensure satisfaction and retention.
- Presented the company’s services to corporate clients and successfully closed service sales.
- Developed tailored service solutions based on clients’ specific needs and strategic direction.
- Conducted market research to identify industry trends and client challenges, informing service recommendations.
- Collaborated with internal teams to align proposed solutions with service capabilities and client expectations.
- Followed up on client feedback to continuously improve service delivery and strengthen relationships.
- Prepared daily, monthly, and quarterly reports on assigned tasks and performance.

06/2024 – present
Eastern Province,
Saudi Arabia

Sales Specialist
Customer Service (Contracted with Zain)

- Delivered face-to-face customer service and handled client inquiries.
- Filed and escalated complaints to the relevant departments.
- Promoted and sold telecommunications products and services.

01/2024 – 06/2024
Eastern Province,
Saudi Arabia

Accounting Assistant Intern
Al-Mousa Automatic Doors

- Recorded current account entries and reviewed financial documents.
- Conducted bank reconciliations and corrected discrepancies.
- Tracked company assets and supported interdepartmental coordination through task monitoring and reporting.

01/2022 – 05/2022
Eastern Province,
Saudi Arabia

SKILLS

- Business Reporting & Documentation
- Financial Data Interpretation
- Policy & Procedures Awareness
- Governance & Risk Concepts Understanding
- Client Relationship Management
- Problem Solving & Analytical Thinking
- Internal Communication & Reporting
- Continuous Improvement Mindset

CERTIFICATES

- Financial Performance Management
- Introduction to Insurance Fundamentals
- Human Resources Essentials
- Customer Service Excellence
- Social Intelligence Skills
- Professional Writing Techniques
- Cross-Cultural Awareness Program