

Ahmed Aldawood

Business Development Manager • Eastern Province, Saudi Arabia
+966 56 755 4006 • aldawood1@hotmail.com

Professional Summary

Business Development Manager with experience in sales growth, operations, and cross-functional leadership. Strong in Excel analytics, scheduling automation, and process improvement. Proven progression across warehouse, accounting, and management functions; currently enhancing supply chain expertise through a PepsiCo internship.

Work Experience

Business Development Manager – SpicyMeal

Eastern Province, Saudi Arabia | May 2023 – Present

- Lead business development initiatives; analyze projects before implementation to ensure feasibility and ROI.
- Manage warehouse inventory systems: stock tracking, ordering, and supplier coordination.
- Represent Accounting team in executive meetings with GM and managers to align financial and strategic goals.
- Implemented POS, accounting, and call center systems; automated reporting to improve efficiency.
- Enhanced workplace culture by fostering engagement between administrators and frontline staff.

Accountant – SpicyMeal

Eastern Province, Saudi Arabia | Jul 2022 – Apr 2023

- Handled daily accounting, reporting, and cash flow monitoring.
- Refined processes to improve financial accuracy and efficiency.
- Provided financial analysis to support planning and operations.

Warehouse Assistant – SpicyMeal

Eastern Province, Saudi Arabia | May 2022 – Jun 2022

- Supported warehouse operations in stock handling and documentation.
- Ensured proper storage and timely flow of goods to branches.

Warehouse Assistant Manager (Internship) – PepsiCo

Saudi Arabia | Aug 2025 – Present (16-week program)

- Selected for internship program with exposure to global warehouse management standards.
- Assist in inventory control, KPI tracking, and operational efficiency projects.
- Learning best practices in supply chain optimization, safety, and cross-department collaboration.

Key Projects & Achievements

- Staff Scheduling System: Automated scheduling with validations and WhatsApp-ready reports for 13 branches.
- Supply Chain Optimization: Applied modeling techniques to improve production and warehouse flows.
- ERPALUX (in progress): Initiated ERP for SMEs covering Sales, HRM, Accounting, and Dashboards.
- Brand Development: Led packaging and menu enhancements to strengthen market presence.

Skills

Technical

- Excel (Dashboards, Pivot Tables, Automation) – Advanced
- Power BI – Intermediate

Soft Skills

- Business Development & Negotiation
- Strategic Planning & Process Improvement
- Leadership & Team Management
- Communication & Stakeholder Engagement
- Problem-Solving & Data-Driven Decisions

Education

- High School Diploma – Saudi Arabia
- Industrial & Systems Engineering studies, KFUPM (2020–2025)

Languages

- Arabic – Native
- English – Fluent