

ABDULLAH RASHED ALTAMIMI

Shopkeeper

📍 Riyadh, Saudi Arabia | 📞 +966 540255558 | ✉️ X3abdullah32@gmail.com | 🔗 [LinkedIn](#) | 🇸🇦 Saudi Nationality

Objective

Accomplished Regional Manager with over 9 years of experience in operations, logistics, and B2B sales management. Known for securing high-value contracts, building and leading cross-functional teams, and driving strategic growth across Riyadh, Qassim, and Khobar. A dynamic communicator with a strong ability to adapt to change, optimize operational performance, and foster lasting client relationships. Eager to contribute to a forward-thinking organization.

Education

Imam Mohammed Bin Saud Islamic University

Major: Public Relations - Media

Degree: Diploma

Graduated: 2014

Experience

IKEA — Saudi Arabia

B2B Regional Manager | 2020 – 2024

- Ensured compliance with IKEA's safety, cleanliness, and operational standards.
- Monitored stock levels and coordinated with inventory teams to ensure product availability.
- Implemented sales and display plans in accordance with IKEA's visual merchandising guidelines.
- Trained, guided, and motivated team members to maintain high levels of efficiency and customer service.
- Analyzed sales reports and customer feedback to improve department performance and reach sales targets.

DRSLOUNGE Co – Saudi Arabia

B2B Regional Manager | 2020 – 2024

- Conducted regular performance evaluations and implemented efficiency improvements.
- Managed business development and operational activities across Riyadh, Khobar, and Qassim.
- Supervised a team of 50+ employees, ensuring alignment with company goals and service excellence.
- Oversaw the supply and service delivery of medical equipment and solutions to partner healthcare facilities.
- Built and maintained strategic relationships with major hospitals and clinics to secure long-term B2B contracts.

Mashail Alkaleej Company – Saudi Arabia

Exhibition Manager | 2018 – 2019

- Oversaw budgeting and post-event reporting to evaluate ROI and event impact.
- Engaged with clients during events to promote brand visibility and generate leads.
- Managed vendor relations and logistics to ensure timely and cost-effective execution.
- Coordinated with design and logistics teams to manage booth setups and promotional materials.

Algalob Trading Est – Saudi Arabia

Logistics Manager | 2015 – 2018

- Monitored supplier performance and ensured compliance with delivery standards.
- Resolved supply issues and ensured timely delivery to meet customer expectations.
- Developed logistics strategies to optimize transportation routes and reduce operational costs.
- Maintained inventory accuracy and coordinated stock movement across multiple warehouses.
- Collaborated with internal departments to align logistics support with company sales and production goals.

Key Achievements

- **Secured multi-year contracts with top-tier healthcare providers including:**
 - Delta Labs
 - Kharsa Clinics
 - Al-Ajaji Clinics (3 years)
 - Prince Sultan Military Hospital
 - Sajaya Medical Care Services
 - Hospital Care Group (2-year supply contract)
 - Salman Al-Habib Hospital (2-year supply contract)

Practical Skills

- **Proficient in Microsoft Office (Word, Excel, PowerPoint)**
 - Familiar with email platforms (Gmail, Outlook)
 - Skilled in preparing performance reports using Excel and Google Sheets
- **Administrative & Organizational Management**
 - Proven ability to manage office operations, streamline workflows, and support executive functions across diverse sectors.
 - Skilled in leading teams, coordinating group activities, and managing sports divisions with a focus on performance and discipline.
- **Contract Negotiation**
 - Skilled in securing multi-year B2B agreements with leading medical and commercial institutions.
 - Oversaw daily business activities across multiple cities, ensuring consistent service quality and performance.
- **Regional Operations Management**
 - Maintained strong relationships with key accounts, ensuring satisfaction, loyalty, and contract renewals.
 - Developed and executed regional strategies aligned with corporate goals, resulting in sustained revenue growth.

Skills & abilities

- Adaptability
- Research and Development
- Standards Compliance
- Safety Regulations
- Technical Writing
- Risk Management
- Time Management

Language

- Arabic
- English