

M Abdul Rehman

Business Developer Manager & Customer Relationship

Ar Rehab Jeddah Saudi Arabia

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EXPERIENCE

Saleha Hassan Barakati, Jeddah Saudia — *Manager*

Sep 2024 - Present

Built a New Business in Retail and B2B in Pakistani Fresh Chilled Meat Industry

Developed All 3rd Parties Route for Sales and Retail Team

Design Pattern for Online Sales and Promotions with Social Media Personnel

Implement new ways for the supply chain as per demand in the market on time.

Superheaded all sales activities and Increased Volume by 30% Annually.

I **supervised** a team of 7 people ,trained and motivated them to drive sales,achieve targets and improve handling by 25% .

Karm Food Est, Jeddah Saudia — *Commodity Broker*

April 2022 -August 2024

Business analysis in Company to Design strategy for Sales Growth

Ensure Customer Trust with Sales team and Company

Promotions and Pricing Strategy

Building wayout for Cashflow for smooth business

Business Development-B2b

Reporting to the CEO on performance of sales, market recoveries , growth, team motivation and profitability with market opportunities.

SASA Travel & Tours(Pakistan) — *Sales & Marketing Head*

MONTH 2018 - 2020

Sales & Promotion with B2b Customers

Partners with DMC

Design Solutions for B2C & B2B Customers

Digital Marketing Campaigns(IG+FB)

EDUCATION

University Of The Punjab, Lahore PAK — *MMKT*

Nov 2017 - Dec 2019

Specialized in Marketing and Distribution Network(B2B)

University Of The Punjab, Lahore PAK — *Bs Commerce*

Sep 2015 - Aug 2017

Commerce and Business

SKILLS

Communication with Clients.

Deep Strategic Thinking.

Analytics Abilities

Problem Solving

Organizing & Team Management

Market Research

Customer Relationship Management

Brand Management

ACHIEVEMENTS

6+ Years Experience in variety of work places on Quality Performance within Multi cultural environments and business dynamics

AWARDS

Cash Bonuses on Targets
Monthly-Quarterly

Academic Awards(Best Student of the year)

Academic Awards (Best Debater and Negotiator)

Academic Awards (Best Quran Hafiz of the Year-3 Consecutive Times)

LANGUAGES

Urdu (Mother Language)

English (Advanced)

Arabic (Intermediate)

