

CONTACTS

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SKILLS

- High-Value Deal Closing & Revenue Generation (17M SAR Milestone):
- Strategic Sales & Business Development (25% YoY Growth): Expert
- Operational Excellence & Process Optimization: Expert
- Artificial Intelligence (AI) & Automation Implementation: Expert
- High-Performance Team Leadership & Mentoring (95% KPI Achievement): Expert
- Fraud Detection, Risk Mitigation & Compliance: Expert
- Key Account Management (KAM) & Customer Success (95%+ Satisfaction): Expert
- Cross-Branch Logistical Coordination & Stakeholder Management: Expert
- Credit Risk Assessment & Financial Advisory: Expert
- Market Analysis & Competitor Benchmarking: Expert

COURSES

- Top 5% Professional Certificate – Sales Manager (Saudi Arabia) | Pro5**
Sep 2025 – Sep 2025,
- Artificial Intelligence Concepts and Advanced Applications | SDAIA (Saudi Data & AI Authority)**
Sep 2025 – Sep 2025,
- Fundamentals of Artificial Intelligence | SDAIA (Saudi Data & AI Authority)**
Sep 2025 – Sep 2025,
- Leadership Skills Development – Team Motivation & Coaching | King Abdulaziz University**
Jul 2024 – Jul 2024,
- Information Security Awareness – Cyber Threats & Data Protection | Bank AlBilad**
Feb 2022 – Feb 2022,
- Credit Advisor – Credit Risk Assessment & Loan Advisory | Bank AlBilad**
Feb 2021 – Feb 2021,
- Business Strategy & Management | Bank AlBilad**
Jun 2021 – Jun 2021,
- Fraud Detection & Prevention – Fraud Schemes & Real-time Monitoring | Bank AlBilad**
Jun 2021 – Jun 2021,
- Islamic Banking Awareness – Shariah Compliance | Bank AlBilad**
Jun 2019 – Jun 2019,

Hattan Alyamany

Sales Manager, Operations Manager

PROFESSIONAL SUMMARY

Strategic leader with 15+ years of experience in Banking Operations and Sales. Expert in leveraging AI to optimize workflows and driving revenue growth (25% YoY). Known for closing a record 17M SAR deal in a single day through cross-branch coordination.

WORK EXPERIENCE

Bank AlBilad Operation Manager

Jeddah
May 2018 – Jun 2023

- Revenue & Portfolio Growth:** Spearheaded sales strategies that achieved 25%+ YoY revenue growth and expanded key client accounts by 30%.
- Process Optimization & AI:** Reduced operational errors by 20% and mitigated fraud by 30% through the implementation of AI-driven workflow automation.
- Leadership & Performance:** Mentored a team of 25+ staff, successfully raising KPI achievement from 75% to 95%.
- Exceptional Achievement:** Honored with the "Top Customer Success & Sales Manager" award for 5 consecutive years for exceeding performance targets.

Bank AlBilad Sales Manager

Jeddah
May 2013 – May 2018

- Record-Breaking Deal:** Orchestrated a landmark 17 Million SAR financing agreement in a single day, managing complex logistics across multiple branches to meet a critical 3 PM deadline.
- Market Expansion:** Increased branch market share by 15% annually and expanded the total client portfolio by 40%.
- Strategic Target Achievement:** Consistently met 100% of quarterly sales targets through aggressive business development and territory management.

National Commercial Bank (NCB) Customer Service Representative

Jeddah
Mar 2009 – Mar 2013

- Service Excellence:** Maintained a consistent 95%+ Customer Satisfaction (CSAT) score through expert financial advisory and problem resolution.
- Revenue Contribution:** Generated 20% annual revenue growth by strategically cross-selling banking products and services to high-potential clients.

EDUCATION

May 2005 - Jul 2007

Diploma , Aviation Sciences - Airport Management | Jeddah, Saudi Arabia | Jeddah

LANGUAGES

Arabic Native English C1 - Advanced

LINKS

- **Management Consulting – Process Improvement & Client Communication | Bank AlBilad**

Jun 2019 – Jun 2019,

[LinkedIn Profile](#)

[Professional Portfolio](#)

- **Hands-On Management Consulting | NCB (National Commercial Bank)**

Mar 2010 – Mar 2010,