



Samir Abubaker

Business Developer, Marketing and Sales Senior Executive

✉ samir.fadul@gmail.com

☎ +249 91 231 1367

🏠 Sudanese

🚗 Driving licence

👨‍👩‍👧 Married (with child)

★ Skills

Business Planning

Business Development

Retail

Marketing Strategy

A Languages

Arabic

English

💻 Computer skills

MS Applications

Senior executive with 16+ years of Entrepreneurship, telecom and IT experience in, Planning, , Business development, Marketing, Branding, Operations and expense control, Sales and sales support and Customer relationship management.

Work experience

Since March 2019

Head of Marketing and Sales Department

[Sabal Holdings](#) Khartoum, Sudan

Accomplishes business development activities by researching and developing marketing opportunities and plans; implementing sales plans; managing staff:

[Sabal website](#)

From January 2018 to December 2018

Head of Marketing and Business Development

[Financial and Banking System Co.](#) Khartoum, Sudan

Lead all commercial activities from business planning, strategies, pricing, communications and structuring:

[FBS website](#)

From June 2015 to October 2017

Senior Marketing Manager

[Canar Telecommunications Co.](#) Khartoum, Sudan

Charged with driving demand generation and pipeline acceleration through events primarily and other marketing programs:

[Canar website](#)

From June 2009 to May 2015

Electronic Distributions | Sales Manager

[Sudatel Telecom Group](#) Khartoum, Sudan

Pro-actively drive and maximize revenues through new business sales channel to large dealers who require an online payment solution :

[Sudatel website](#)

From November 2008 to May 2009

Operations Manager

[Alnafizah for Integrated Services Company](#) Khartoum, Sudan

Develop and drive an agenda for operational, cost and throughput efficiency - in partnership with Product and with cross-functional.

From August 2007 to October 2008

Head of Sales Department

[One Prepay](#) Dubai, United Arab Emirates

Building out and managing payments operations for one of the regional largest and ambitious payment platform in Sudan:

[One Prepay website](#)

From May 2005 to July 2007

Corporate Sales Representative

[MTN Sudan](#) Khartoum, Sudan

Responsible for the development and management of a designated segments with the goal of maximizing sales and accounts:

[MTN website](#)



Interests

Reading

Football

MMA

Technology



Travel

USA, Turkey, Malaysia,
Oman, Morocco, UAE,
Saudi Arabia and Qatar

Work experience

From January
2003 to April
2004

Marketing and Sales Executive

[Integrated Solutions Co. IS](#) Khartoum, Sudan

Establishing contact and developing relationships with prospects; recommending solutions. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

Education

From May 2015
to August 2016

Extended Diploma in Strategic Management and Leadership (QCF)

[Pearson Institute](#) London, United Kingdom



Pearson

From February
1999 to
November 2002

Bachelor of Science in Business Administration

[Capitol University](#) Seattle, United States

Information Technology Management

Projects

Sahil Electronic Services Co.

Overall responsible for the successful initiation, planning, design, execution, monitoring, controlling and management handling of a regional expanded player of e-services solutions vendor " Tawasul Electronic Network Solutions" in Sudan.

[visit Tawasul](#)

[visit Sahil](#)



in @samirabubaker

🐦 @samir_fadul

S @princeinsudan