

WALEED YAHYA ABDUL RAHIM

Sudan, Um Duman. Mobile: Cell phone- 0912934072 - E-mail: welkhalifa76@gmail.com

OBJECTIVE

Seeking a challenging position within oriented organization where I can apply and utilize my Education, skills and experience with full capacity and potential.

HIGHLIGHT OF QUALIFICATIONS

- 1994-1998 Bachelor in Business Administration, Medras University, (M.S .College),
Medras, India
Graduation project was on sales workshop
- 1996-1997 *Higher Diploma in Computer Application, Medras Institute, Medras, India.*

PROFESSIONAL COURSES

- Sales strategic and commitment
- Understanding your partner plan
- Customer business plan
- Sales training Security Product
- Customer Business Development (participant)
- Strategic Negotiations (participant)
- Customer Business development
- Seminars on business ethics and marketing presentation
- Value Added Sales and Promotion Techniques
- Quality Awareness
- Care and Selling Handling skills Workshop
- Seminars on re-constructors plan.

WALEED YAHYA ABDUL RAHIM

Sudan,Um Duman. Mobile: Cell phone:**0912934072** -E-mail: welkhalifa76@gmail.com

SKILLS

- ○ Excellent Network Management system
- ○ 13 years of experience in sales
- ○ Extensive knowledge of statistical reports
- ○ Degree & Diploma holding (Business Administration and Computer Application) Bi-Lingual Fluently (Arabic, English)
- ○ Business forecasting and system analysis
- ○ Excellent Business presentation and sales skills
- ○ Responsible for operation department (Handling faulty connection)

EXPERIENCES

WANA Group . – (1/12/2017) - - (Up to Date) .

Executive Manager :

Responsibilities:

1. Improve the operational systems, processes and policies in support of organizations mission -- specifically, support better management reporting, information flow and management, business process and organizational planning.
2. Manage and increase the effectiveness and efficiency of Support Services (HR, IT and Finance), through improvements to each function as well as coordination and communication between support and business functions.
3. Play a significant role in long-term planning, including an initiative geared toward operational excellence.
4. Oversee overall financial management, planning, systems and controls.

Exmpor Advanced Business Co.LTD. – (1/1/2016) – (01/10/2017) .

Operation Manager :

Responsibilities:

1. Improve the operational systems, processes and policies in support of organizations mission -- specifically, support better management reporting, information flow and management, business process and organizational planning.
2. Manage and increase the effectiveness and efficiency of Support Services (HR, IT and Finance), through improvements to each function as well as coordination and communication between support and business functions.
3. Play a significant role in long-term planning, including an initiative geared toward operational excellence.
4. Oversee overall financial management, planning, systems and controls.
5. Management of agency budget in coordination with the Executive Director.
6. Development of individual program budgets
7. Invoicing to funding sources, including calculation of completed units of service.

WALEED YAHYA ABDUL RAHIM

Sudan, Um Duman. Mobile: Cell phone- 0912934072 - E-mail: welkhalifa76@gmail.com

Al Nifidi Group (Basher Motors) NISSAN –(01/12 /2014)-(30/ 11/2015) Fleet

Sales Executive:

Develops, maintains and strengthens business relationships with fleet customers and companies in general from any type by doing a regular visit to their premises to achieve sales targets and customer satisfaction standards in his designated area.

Job Responsibilities:

- Calls on and visits target accounts to introduce the company's products.
- Organize efforts and daily activities in order to achieve the set targets for his area and provide a daily report to his manager about his activities
- Evaluates customer requirements and needs, and negotiates with the customers to finalize the deal.
- Keeps abreast with tender requirements, attends bids proposals and ensures requirements are met to close the deal if directed by his management.
- Maintains personal contact with fleet accounts and key persons in different companies to solicit, acquire and maintain business relationships
- Attends to customer calls and ensures customer queries and requirements (i.e. quotation) are attended to within the set standards of sales procedures.
- Provides fleet status reports (daily, weekly, monthly) as may be required by the Sales Manager to ensure necessary actions are taken, for him and for his team.

Ahmed Hafez Al Barbary C.O –(01 /12/2013)-(15/11/2014)

Sales Executive (TIERS SECTION)

1. Have connections with allots of company's (Tiers Section)
2. relationship building;
3. researching the market and related products;
4. Presenting the product or service in a structured professional way face to face.
5. listening to customer requirements and presenting appropriately to make a sale;
6. maintaining and developing relationships with existing customers in person and via telephone calls and emails;
7. cold calling to arrange meetings with potential customers to prospect for new business;
8. responding to incoming email and phone enquiries;

WALEED YAHYA ABDUL RAHIM

Sudan, Um Duman. Mobile: Cell phone: **0912934072** -E-mail: welkhalifa76@gmail.com

**Salmawit Pharmaceutical & Medical International Khartoum, Sudan
(01/01 2012 -30/11/2013)**

Customer Account Executive

- Set sales goals and determine the best ways to achieve them. Depending on their level within an organization, those tasks can apply to a single department or to an entire corporation.
- To achieve their objectives, they analyze sales reports and customer surveys; prepare budgets and sales forecasts; and determine sales prices and contract term
- Assign sales territories to reps, highlight goods and services for special focus, and meet with other department heads, dealers and distributors to find ways to increase profits and minimize costs.
- Step in for special customers or if subordinate salespeople are inadequate to the task.

ETISALAT (Supply Contract Company) Abu Dhabi, UAE (2006 - 2010)

Contract Officer

- Procurement & Materials Division which is under Head Office contracts & administration Department.
- Follow up with supplier.
- Negotiation of different value of contract.
- Review the contract with audit department
- Responsible to all renewal contract between ETISALAT and the Suppliers
- Review the new contract tender with the Account , Engineering department
- Open tenders & made finalizing reports to CEO sign.
- Procurement & Materials Division which is under Head Office Contracts and administration Department

ETISALAT (E. Vision Company) Dubai, UAE (1999 -2006)

Senior Sales Executi

1. Distributor channel: Networking, Security Products, Web Analytical tools.
2. Account management and pro-active approach to local market.
3. Do direct sales around UAE and handle large accounts, government, Oil field and Banks
4. Handle major accounts around UAE direct and through partner channels
5. Assign partners all around UAE and develop partnership channels
6. Provide partners training for their stuff and product knowledge transferring
7. Handle direct major accounts , government, oil and banks sector in the region
8. closing large major accounts and keep long relationship with closing account
9. Coordinate with principals for closing major deals
10. Develop relationship with potential customers for long term business relation
11. Provide partners support ,opportunities and challenges through effective interactive
12. Add new products in the company list and open market for the product
13. Provide different courses sales training for the company staff .
14. Provide products training to the partners and assure to their quality service in the market.
15. Achieve sales target through partners channel from UAE
16. Deal with system integrator as business partner for integrating solution to the customers.
17. Maintains a breadth of interaction across all dedicated accounts but ability to focus engagement on the high-revenue potential customers and build solutions selling frame work

WALEED YAHYA ABDUL RAHIM

Sudan, Um Duman. Mobile: Cell phone- 0912934072 - E-mail: welkhalifa76@gmail.com

18. Build relationship and rapport with Customers and develop an understanding of the customer's business to establish credibility
19. Managing the customers (contact) and partners satisfactions and providing consistent experience to customers
20. Establish quality time with decision market contact and address their business interest
21. Responsible for maintaining current solutions
22. Coordination and implementation of sales strategy, sales process, sales selection, train
23. Develop the team skills, achieving management objective to exceed targeted sales volume budget
24. Qualify potential accounts, manage, negotiate and close sales opportunities.
25. Preparation of sales literatures, prepare monthly sales report.
26. Managing the shows and exhibitions since I shared in more than ten international exhibitions.
27. Provide support for new recruits and openly shares best practices for the benefit of the sales Representative community
28. Work in yearly target which belong to the region subsidiary

National Bank of Abu Dhabi Abu Dhabi, UAE (1998 -1999)

Sales Rep (Shares Section)

1. Do direct sales and handle large accounts, government sector, and private sector.
2. Manage sales team through UAE market to achieve the Bank target.
3. Design and implement sales plan and sales strategies
4. Create a new market in GCC region and open overseas branches
5. Manage sales accounts within high potential government secto

Ashok Leland International Services Inc. Medras , India (1996 – 1997)

IT Marketing, (Collège Project)

6. Budget the yearly marketing plan based on forecasting.
7. Design yearly marketing strategic marketing plan to extend Asian market share.
8. Pre-active the sales dep. In promotion IT outsourcing/ERP solutions to our installed based clients
9. Develop new overseas and local customers
10. Write marketing proposals for new market target
11. Conduct and manage presentation session for client
12. Preparing negotiating and closing agreements with potential customer

TATA International Services Inc. Medras , India (1995 – 1996)

IT sales Hardware and Software, (Collège Project)

13. IT sales hardware/software parts
14. Assemble and install the required software for new PC
15. Provide maintenance and training. For Software/ hardware
16. Conduct training session and presentation to customers
17. Customers Business presentation/and programming

WALEED YAHYA ABDUL RAHIM

Sudan,Um Duman. Mobile: Cell phone:**0912934072** -E-mail: welkhalifa76@gmail.com

SPECIAL AWARD & ACHIEVEMENTS

1. Build more potential customers in the region around UAE market
2. Build more potential customers in the region around Sudan market

REFERENCE

Khalid Farah (Fleet Dep – Bashir Motor) (0912904185)

Mohd Abdul Wahab (MTN Warehouse Supervisor) 0922903420

Mohd Jened (Logistic Supervisor –Ahmed Hafez Al Barbary Co)0912239968

WALEED YAHYA ABDUL RAHIM

Sudan,Um Duman. Mobile: Cell phone- 0912934072 - E-mail: welkhalifa76@gmail.com