Mohammed

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**Personal Summary**

High level of personal organization and time management skills.



Driven, energetic and hard working individual who is renowned for high standards of service, focus and commitment to projects.

Having an in-depth knowledge of computer systems and software relevant to sales and business development.



Measure the business & technical impact & efforts of any development/enhancements and provide advice accordingly

Possessing a positive ‘can do’ attitude, with a strong focus on getting results. Having the patience to deal with multi decision maker sales processes.



Knowledgeable in project management and planning for complete project lifecycle. Established high-performing team can contribute to their continued success.



**Skilles and Experience**

Business development - Strategic Planning - Business Analysis - System & Data Analyst - Project Planning & Management – Budgeting Planning, Oracle system, Oracle hyperion financial management system Application, ISO quality assurance, Dash Board, ERP, Call Center, CRM, Analyzing business needs, Process optimization, Telecommunications.



I Powered by the development and implementation of a system of fully Subscriptions ( IBS )in Multichoice company in Jabal Ali – UAE Dubai.

In each of the countries Saudi Arabia , Gulf Cooperation Council (GCC), Yemen, Libya, Sudan, the Levant and North Africa.

Excellent organization skills, Skilled at team building and development, Successfully manages multiple projects simultaneously.



Finance and accounting system commissions skill incentive bonus targets budgets revenue collections reconciliations billing income achievement and stock etc., Configuring, and Administrating Applications “File Maker Pro“, Software & Cognos Impromptu.



Analysis details of new system, This includes mastering the parameterization process, programming standard, functions, procedures & routines, reusable components, interface standard and integration with other systems.



Business plans, Sales plan & sales strategy development for new products.



**Areas of Expertise**

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| --- | --- | --- | --- |
| Customer trends | Business plans | Staff management | Identifying opportunities |
| Competitor analysis | Data management | Project management | Enhancing relationships |
| Reducing costs | Closing deals | Developing ideas | Market assessment |
| Rapport building | Sales strategies | business models | Researching target markets |
| Market research | Problem solving | Commercial orientation | Product development |
| Strategic planning | Strategic Planning | ISO Quality assurance | System & Data analysis |
| Budget Planning | Logistics | Business development | Promoting process improve |

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**History**

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| --- | --- |
| **Budgeting, Planning & Investment Monitoring Dallah Al-Baraka Holding,** | Jan, 2015 - to date |
| **IQRAA Media Holding (IMH) Dallah Al-Baraka Group** | 2012 - 2014 |
| **Saudi Digital Distribution, (SDD), (ART) & Pehla Pay TV Dallah Al-Baraka Group** | 1998- 2001 **,** 2002 - 2012 |
| *Business Development - Strategic Planning - Business Analysis - System & Data Analyst* |
| **Arab Media Production, (AMP), Dallah Al-Baraka Group** | 2001 – 2002 |
| **Global Dynamic Communications, (GDC), Dallah Al Baraka** | 1994 – 1998 |

*Business Analyst - System & Data Analyst - Strategic Planning - Application Programmer*

**Duties**

Developing customer awareness of the company’s services and products. Development skills with a high-level business analyst, Planning, organizing, developing and continuous evaluation of the information technology infrastructure and systems. Finance and accounting, company & Dealers sales income, commissions system. Activities Sales Reports “ Daily, weekly, Monthly etc.” CED’s , Active Base, Target, Budget, Revenue & Collections for KSA, GCC, Levant, Libya, Sudan and North Africa. Business development and Planning, Web Configurations, Credit Limit “Employees, Dealers”, Packages, Stock, Billing, Reconciliations, Commissions.



Packages, Events, Promotions, Active Base, Achievement (Collections – Revenue). Budgets, Targets, CED’s, Periods, Business development & Planning, Incentive & Bonus & Commissions, ARPU.



Analyzing business needs, users requirements and recommending appropriate solutions. Analyzing statements and preparing budgets, Documentation, Finance & accounting system for Middle East and Gulf sales.



Data Analysis for Company income and commissions, Dealers sales and commissions. System analysis designing and programming the following systems.

Create and modified the necessary programs to fit the requirement & Users training.



**Academic Qualifications “University Education”:**

Bachelor Degree in Agricultural Science (Agri. Mechanization Engineering) Faculty of Agricultural Science, Tanta University, Egypt. 1988

**Training Course:**

FileMaker Pro - ProcessMaker Project management, Process analysis, implementation and design, plugins development.

Dbase IIIl Plus, (SCCT), Egypt. Control Language W/S, Admin. control, Structure, Interactive dbase, Design, (SBM), Jeddah, Structure Systems Analysis, System Design IBM AS/400, Further CL Programming IBM, System Facilities, VSE/SP System Functioning, IBM Middle East Center for Computer Studies (MECS).



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