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**Ahmed**

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**Business Development Manager**

**CORE COMPETENCIES**

* Strategic Business Planning
* Leading a Matrix Organization
* Team Leadership
* Sales and Business Development Management
* Account Management
* Customer Relationship Management
* P&L Management
* Pricing
* Staff Training & Development
* Revenue Growth
* Cost Containment
* Logistics Management
* Market Assessment

**EDUCATION**

**2017**

Corporate Sustainability and Innovation, Harvard University

**2009**

B.S.c. in Economics & Finance University of Bahrain GPA 3.4/4

**EXPERIENCE SUMMARY\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Successful in providing strategic, developmental and operational leadership to diverse teams of professionals.
* A dynamic, results-oriented leader with a strong track record of performance in high-paced organizations.
* Highly analytical with a demonstrated talent for identifying, scrutinizing, improving, and streamlining complex work processes.
* Proven ability to successfully analyze an organization's business requirements, identify deficiencies and potential opportunities, as well as develop innovative and cost-effective solutions for enhancing competitiveness, decreasing expenses, and improving offerings.

**CAREER HIGHPOINTS \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Achieving 100% target every quarter
* Increased customer base by 26%, and improved trade volume by 50%
* Achieved $16.9m net profit against $1.8m set for the first three quarters of 2014

**WORK HISTORY\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Human Resource Manager- HEADSTART Consultancy Dubai**

**Oct 2014- present**

##### HEADSTART is a Management and Human Capital Consultancy established to support clients in developing and implementing different strategies locally, regionally and internationally.

* Successfully grew the Company from a team of 3 to 10+ employees handling research, strategy, corporate development, HR and talent development
* Ensured that relevant policies, procedures and systems are in place to support the organizational growth.
* Focused on human resources and organizational development to create a challenging and unique harmonious work environment.
* Learning and development project (Dubai, United Arab Emirates): produced organizational strategy and plans to meet training and development needs, and manage training delivery. Designed training courses and programs necessary to meet training needs,.
* Recruitment Project (Dubai, United Arab Emirates): complete recruitment strategy, developed and managed the interview, selection and hiring processes.
* Regional economic development project (Riyadh, Saudi Arabia): analyzed the impact of foreign direct investments on job creation in Saudi Arabia; recommended a set of policies to an essential entities to improve the economic situation
* Strategy review project (Doha, Qatar): designed and developed a performance management tool for the senior executive office of a conglomerate to better align the group strategy with its different business units’ objectives
* Strategy plan project (Dubai, United Arab Emirates): developed a comprehensive strategy that covers marketing, finance and competition analysis for an international engineering company
* Human Capital Project (Manama, Bahrain): complete HR audit for a conglomerate, developed human capital strategy and organization essential components to better manage HR matters.
* Managing 30+ existing accounts whilst also signing majority of the new clients
* Generating revenue from new and existing clients, with the business being conducted in both English and Arabic.
* Identifying upsell opportunities within accounts in regional growth areas
* Managing accounts after-sale and providing clients with detailed analysis and recommended to ensure services are being fully utilized
* Building strategic partnership in local market
* Accurately forecasting and developing a revenue pipeline that was visible to the CEO and board member
* Developing and evolving the growth plans for Dubai reporting directly to the COO

**Feb 2010-Oct 2014**

**United Arab Shipping Company**

**Assistant Manager Pricing Middle East Trade- United Arab Shipping Company Dubai**

**Sep 2013- Sep 2014**

* Increased customer base by 26%, and improved trade volumes by 50%
* Achieved $16.9m net profit against the target of $1.8m set for the first three quarters of 2014
* Utilizing yield management processes to identify the business to be targeted
* Establishing selling guideline/quotes/tariff through
* Managing the pricing strategy and vessel allocation in order to achieve set targets
* Negotiating and participating in tenders whilst ensuring target is maintained within the organization’s objectives





**CERTIFICATION:**

* Sales Excellency
* Train the Trainer
* Presenting with Confidence
* Project Management

**PERSONAL DETAILS**

Date of Birth: 11-Feb-1987

Marital Status: Married

Nationality: Bahraini

Mobility: Valid Bahrain & UK Driving License

Languages: English & Arabic

* Maximizing profit by establishing the appropriate ratios of cargo, customers, and ports per service line
* Setting capacity allocation between ports and monitoring actual utilization
* Analyzing and responding to clients in accordance with the agreed policies

**Mar 2011- Aug 2013**

**Financial Analyst Europe Trade- United Arab Shipping Company London**

* Managing the accounts for Germany, Scandinavia, Baltic States, Russia and all Feeder Contracts
* Assisted in the Company’s new transformation project
* Actively participated in planning and executing new strategies to develop the Company’s performance
* Identified and investigated reasons for any major financial discrepancies between budget and actuals with a view to ensuring greater accuracy
* Forecasted future monthly, quarterly and annual results for Europe region, coordinated input from other functions for these forecasts, evaluated the same and made comparisons to budget and previous forecasts
* Derived and analyzed the quarterly financial accounts data in order to update the monthly management accounts using these actuals
* Dealt with auditors, tax authorities, banks and ensured timely monthly and yearly closing according to local GAAP and IFRS
* Negotiated administrative contracts, managed special finance and IT projects and rebates for the Europe Region
* Worked in Italy & Germany on a 6 month project

Assisted in the launch of the new accounting and operation system

Assisted and managed various accounting tasks: Weekly Disbursement List, Weekly Agency Remittance, Payment to Suppliers, Managed Value Added Tax, Agency Commission Invoices, Financial Statements Reporting (Balance Sheet, P&L), and Dunning Process including legal warning

**Feb 2010- Feb 2011**

**Management Trainee Corporate Development- United Arab Shipping Company Dubai**

* Contributed to the construction and implementation of a long term strategic plan for the organization
* Assisted with organizational structure development, expansion initiatives, reviews of internal policies and procedures and efficiency drives to ensure that they are aligned with the strategy and the marketplace
* Prepared a strategy implementation roadmap to ensure that activities within the organization are aligned in preparation for the deployment of the new vessels in 2012 onwards
* Presented a strategic plan and financial forecasts to shareholders and lenders
* Managed UASC’s external development projects including analysis and recommendations on potential investments and new business ventures, due diligence, and management of external service providers (consultants, auditors and lawyers)
* Supervised and monitored agency functions
* Defined and implemented programs aimed at improving efficiency of agencies.
* Actively participated in the 2011 corporate and agencies budget

**Jun 2009- Jan 2010**

**Officer Operations- National Bank of Bahrain, Bahrain**

* Letter of Credit (LC) preparation
* Letter of Credit (LC) examination
* Payment and settlement of Letter of Credit (LC)