|  |  |  |
| --- | --- | --- |
|  | **Evgueni** Email: evgueni.373358@2freemail.com Personal Details:23/06/91 • UAE • BritishMale • Residence Visa |  |

**Motivated Business Development Executive**

*Ambitious, passionate business development professional with extensive experience in developing and maintaining relationships, managing accounts, and focusing on results.*

**— Areas of Key Emphasis —**

|  |  |  |
| --- | --- | --- |
| * Bid & Proposal ( B&P)
* Cross Cultural Management
* Project Management
 | * Account Management
* High-Impact Presentations
* Business Verticals
 | * Negotiation & Closing
* Public Relations & Marketing
* Staff Development & Mentoring
 |

**Key Qualifications**

*Multicultural background, capable of approaching situations and opportunities with a different perspective, adapting to the situations with respect and sensitivity. Able to fluently communicate in multiple languages including Russian, English. Basic knowledge of Arabic.*

*Proven ability to lead and direct projects, adhering to policy and procedures and meeting deadlines while maintaining quality and client satisfaction.*

**Professional Experience**

**Business Development Executive** | SSH Design, UAE1/2014 – Present

Manage pre-qualification and registration process by compiling and submitting documentations determining financial stability, technical competency, and compliance history for businesses participating in call for tenders, in the United Arab Emirates (UAE) and Middle Eastern and North Africa territories (MENA), coordinating meetings between government agencies and clients. Target and develop relationships with company stakeholders, providing support and high touch service.

*Key Accomplishments:*

* Operate as the lead point of contact for accounts by managing clients, building and maintaining relationships, managing plans to increase client engagement, developing new business from existing clients, and actively seeking new opportunities.
* Collaborated with senior leadership to develop a strategic expansion plan for regional growth and development.
* Increased number of clients and strategic partners by 30% and sales revenue by 15% in 2015-2016
* Created and delivered multiple marking and communication campaigns, participating in industry events including forums, expos, and seminars, ultimately increasing visibility of the organization and services offered to prospective clients.
* To gain further knowledge and understanding of business operations, shadowed the Construction Delivery Team, learning ins and outs of the daily operations of the projects.

**Business Development/Sales Intern** | WS Atkins, BAH7/2009 – 10/2010

Under direct of management, conducted sales and market research for the teams on a wide variety of topics, including non-ferrous metals. Developed and delivered research materials to appropriate teams. Audited proposals and pre-qualifications, ensuring that proper regulations and procedures were followed during identification and implementation. Supported the team through the accurate and timely input of current data into the CRM system.

*Key Accomplishments:*

* Worked with the Business Development Team on various functions including preparing presentations and delivering them at client meetings, developing and implementing business strategies, building relationships and securing clients all while achieving sales target.

**Service Engineer** | Gulf Industries, BAH5/2009 – 8/2009

Supported plant activities including documentation, managing inventory, conducting maintenance on machines, participating on various projects, and providing technical support. Gained critical knowledge on the use and maintenance of machinery and tools, health and safety procedures, and the importance of cutting edge technology in the workplace.

*Key Accomplishments:*

* Managed the warehouse team members, mentoring and guiding staff through systems and processes.

**Education and Credentials**

**Bachelor of Arts with Honors in International Business**

Middlesex University, London, England

**Training & Development**

CRM/ERP Certified