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Nationality: Canadian

Driving license: Available

Language: Fluently, English, Italian, Arabic , basic Spanish

Dear Sir / Madam,

What I believe in enthusiasm compete experience

Enthusiasm, dedication and 18 years of experience GCC and world wide; these are three of the qualities

I would bring to the Company

Please accept my letter and the accompanying resume as expressions of my desire to interview

It’s my pleasure to present some of my skills and qualifications for your consideration

1. Motivational Leadership
2. Conflict/Problem Resolution
3. Self-Accountable Attitude
4. Coaching & Mentoring
5. Planning, Time Management
6. Results Oriented Approach
7. Logical Decision Making
8. Procedural/Policy Adherence
9. Excellent communication skills
10. Client Care & Retention
11. Relationship/Networking
12. Developing and Implementing the Business Plan

I am confident I have what it takes to make a high-impact contribution at your organization.

I would like to express my keen interest in joining your dynamic staff, and I would like to further discuss my suitability at an interview to discuss the positive contributions I can make in to your company

Thanking you in anticipation for granting me your time, and please accept my highest consideration.

Sincerely

Alaaldin

**WORK EXPERIENCE**

**2013 – Present, Dubai, UAE**

**Al Marhubi Group of companies**

**Infinite Travel / Al Marhubi Training and Management Consultancy**

**Business Development Manager**

* Design plans to achieve goals, create strategies to combat potential revenue losses.
* Perform research to identify new potential clients.
* Meet and exceed sales targets set via project KPI’s e.g. revenue target, number of calls per day, number of appointments made per week
* Develop, lead and execute purchasing strategies
* Track and report key functional metrics to reduce expenses and improve effectiveness
* Forecast price and market trends to identify changes of balance in buyer-supplier power
* Perform cost and scenario analysis, and benchmarking
* Assess, manage and mitigate risks
* Seek and partner with reliable vendors and suppliers
* Determine quantity and timing of deliveries
* Monitor and forecast upcoming levels of demand
* Create presentations to inform or clients about our company new products
* Ensure that clients are satisfied with the company at all times and will bring in repeated business by resolving any outstanding issues.
* Inform the company of new contacts and new marketing opportunities.
* Responsible for meeting the sales targets through effective planning and budgeting.
* Monitor the market trends and potentials as well as the competitor’s activities and
* Review and track the local, regional and international markets
* Team player, work well with others, to reach challenging goals under tight deadlines
* Coach and train new staff through induction and on-boarding process
* Support day-to-day administrative and management tasks
* Report to CEO

**2012 – 2013 Muscat, Oman**

**Al Marhubi Group of companies**

**Infinite Travel / Al Marhubi Training and Management Consultancy**

**Business Development Manager**

* Organizing training and workshops.
* Helping organization to build a perfect team with highly experienced and trained staff.
* Workshops in all field of business from Management, Sales, HR, Administration, Accounts, IT, etc.
* Identify potential clients, and the decision makers within the client organization.
* Work with team to develop proposals that speaks to the client’s needs, concerns, and objectives.
* Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
* Prospect for potential new clients, in order to ensure a robust pipeline of opportunities.
* Handling all incoming inquiries, providing consulting support on client’s requirements and submitting relevant business proposals on time.
* Analyse market requirements and ensure that proposed product/service developments are in line with market needs.
* Develop and implement assigned market strategies and operations to meet established goals, develop new markets and expand existing ones, constantly identifying new revenue-generating opportunities.
* Manage long-term, mutually beneficial relationships, focusing on the promotion of products and services through a consultative selling approach to bring new high-quality clients.
* Build a strong network and pipelines of targeted clients through tactical planning of the development activities.
* Maintain close relationship with business partners/potential clients and manage key relationships with existing clients for cross-selling and organic growth.
* Assist the General Manager in the planning and execution of sales and business development focused strategies.
* Update CRM on regular basis and produce assigned reports and analysis in a timely manner.
* Providing sales associated administrative support as needed

**2010 – 2012 Toronto, Canada**

 **Self Contractor**

**Interior design consultant & Real Estate freelancer RE/MAX**

* Search for and bid on new projects
* Determine the client’s goals and requirements of the project, style and purpose of renovations starting from

-Chose the right design form; Modern, Transition, Victorian, Baroque design that match the style of the client

-Lighting space

-Flooring; marble granite hardwood lament carpet…

-Fabric for drapery, furniture, bedrooms …

-Painting and wall paper,

-Furniture,

-Motives, Elements and principles of design that we will apply

* Consider how the space will be used and how people will move through the space
* Research and decide on materials and products sourcing
* Prepare final plans, using computer applications.
* Create a timeline for the interior design project and estimate project costs
* Visit after the project to ensure that the client is satisfied
* Supervise work progress
* Work closely with designers, decorators, architects and constructors
* Research and follow industry changes, evolutions and best practises
* Appraise property or properties using local comparisons.
* Visit and show several sites and explain features of homes.
* Discuss costs of renovations with client.
* Show property that will be utilized for residential purposes only.
* Ensure all paperwork is properly filled out with Re/Max agent
* Follow up with Re/Max agent to ensure purchase is legal and binding.
* Create and cultivate relationships with buyers and sellers for future purchases and transactions.
* Act as an intermediary in negotiations between buyers and RE/Max agent over property prices and settlement details, and during the closing of sales.

**2007 – 2010, Toronto, Canada**

**4menunited Men's Clothing Store** [**High end streetwear‎**](https://www.google.ae/aclk?sa=l&ai=DChcSEwij8c69ysDYAhXvt-0KHW0OCqwYABAVGgJkZw&sig=AOD64_2EiIr4nOIxl0rFrkGiAUdhGbJNMA&q=&ved=0ahUKEwiOpMe9ysDYAhUdOsAKHeKJDOk4ChDRDAiOAQ&adurl=) **for suites**

**Store Manager**

* accomplish store sales plans and P&L targets through achieving KPIs, enhancing sales and financial objectives.
* oversee store renovation project budgets including all VM directives set by Brand Principle guidelines reflective of seasonality.
* introduce option plans and closing stock targets coupled with exit strategies
* responsible for stock levels, analyzes sales figures and forecasting.
* build and strength full retail teams through progressive performance management, evaluation and career planning and focus on customer experience through store environment, customer service and product offer.
* Expertly oversaw full store operational functions.
* Developed a commercially aware retail team, implemented clearly defined KPIs, and established monthly, quarterly and annual performance reviews.
* Managed shrinkage and stock loss, devised and implemented methods monitoring store activities, and analyzed inventory management.
* Collaborated with marketing teams and established in-store events for new product launch and ensured personnel trained in understanding the new product
* Identified key talent for new store teams, and provided future succession plans, fast tracking key personnel.
* Evaluated employee knowledge of brand awareness, product knowledge and service capabilities.
* Reporting retail manager

**Key Achievements:**

* successfully increased business growth by 6% by creating and planning spacious stockroom layout and increasing store capacity. Built and maintained a strong and loyal customer database, organised various events for VIPs and regular clients, proactively engaged in buying activities and participated in brand marketing training which resulted in increasing revenue.
* Reduced stock shrinkage from 1.12% to 0.45% through effective stock loss action plans.
* Increased database from 5,000 to 7,000 clients in a 10month period through personalizing customer service and developing a private database allocated to each team member.
* Increased prime store sales by 10%. by communicate with Buyer what style I need make our store speaks the language of our customers and provided training in effective selling technique to ensure peak performance. Proven record of effectively running the store as number 1 boutique
* Decreased mark-up by 15% while maintaining the same GP gross profit,
* as a result of a pricing strategy.
* Reduced expenses by 18% overseeing daily running cash expenses.

**2004 – 2007, Toronto, Canada**

**4menunited Men's Clothing Store** [**High end streetwear‎**](https://www.google.ae/aclk?sa=l&ai=DChcSEwij8c69ysDYAhXvt-0KHW0OCqwYABAVGgJkZw&sig=AOD64_2EiIr4nOIxl0rFrkGiAUdhGbJNMA&q=&ved=0ahUKEwiOpMe9ysDYAhUdOsAKHeKJDOk4ChDRDAiOAQ&adurl=)

**Supervisor**

**2000 – 2004, Siena, Italy**

**Casa Nuova Home Furniture**

**Seal consultant**

**EDUCATION**

* 2012 - Graduate of applied arts and technology Seneca College – Toronto, Canada
* 2006 - N.L.P Diploma The American Board of Neuro Linguistic Programming
* 2004 - Italian Language Diploma Universita per Stranieri \_Siena, Italy
* 1996 - Business Administration University of Syrian Republic Ministry of Education

**Training Courses**

* Crisis Management
* Public Relations Campaigns: From Planning to Execution
* Public Relations and Media Skills
* Events and Conferences Management
* Brand Manager
* Enterprise Risk Management
* Managing Multiple Tasks, Priorities and Deadlines
* Strategic Thinking and Planning
* Leadership and Communication
* Happiness: Sustaining a Motivating Work Culture
* The Power of Positive Attitude
* Developing and Implementing the Business Plan
* Human Resources Management

Thanks for your time