### Brian

**Brian.379505@2freemail.com**

##### Business Operations Management

**Customer Acquisition | Business Development | Project Execution**

Results-oriented professional with experience in account management, sales and procurement, while deploying best business practices that improve efficiency, reduce operating costs and increasing productivity. Proficient in various sectors such as operations, technical services, sales and asset or property management. Track record of ensuring optimal coordination of activities and functions within various business segments, managing the staff, and optimum maintenance of the company’s overall health.

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| --- | --- | --- |
| * Account Expansion & Retention
* Purchasing & Procurement
* Asset Management
 | * Strategic Sourcing
* Sales & Business Planning
* Budgeting & Cost Control
 | * Quality Assurance
* Project Coordination
* Process Improvements
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# Professional Experience

**ALOSOOL AL FEDEYA CONTRACTING EST.,** Riyadh, Saudi Arabia 2017 – Present

***Sales & Marketing Executive***

* Capitalised on business opportunities by identifying prospects and increasing the client database by 100%.
* Maximised profits through the implementation of sales strategies that match customer requirements and produced RFQ worth 3 M in a short time span.

**ASPIRING TECHNOLOGIES CO. LTD., (Hewlett Packard Enterprise Gold partner**) Riyadh, Saudi Arabia 2015 – 2017

***IT Regional Account Manager***

* Scheduled customer visits, planned procurement of material and prioritised tasks by maintaining archives.
* Monitored the operational activities of staff and contractors to ensure fulfilment of end user service requests.
* Boosted sales revenue by 115% by skilfully managing services and equating costs for required goods.
* Evaluated performance of suppliers with regard to past services, material purchases context and logistics.
* Created and reviewed technical documents for submittals, whilst controlling RFQs, RFPs and entire sales cycle.
* Setup the company brand in the central region by collaborating with pre-sales, IT and accounts team.

**SAUDI NETWORKERS SERVICES,** Riyadh, Saudi Arabia 2014 – 2015

***Telecom Supervisor***

* Supervised seamless installation of Tetra Radio Systems and Access Control from Cassidian for process efficiency.
* Contributed in tender preparation process to facilitate Airbus's interest in ministry of interior projects.
* Built relations with source suppliers for conducting maintenance services in line with standard operating procedure.
* Oversaw the operational functions of the facilities, while managing budgeting and costing activities.

# Education & Credentials

**B. Tech in Electronics & Communications Engineering**, Malaviya National Institute of Technology, Jaipur, Rajasthan

Certificate in I.T. Business Conversation, Hewlett Packard Enterprise (HPE)

Valid driver’s license : India & Saudi Arabia