**Rahal** ​ ​Business Development / Sales Professional



 Dubai, UAE

Email: ​rahal-397796@gulfjobseeker.com - nationality: **French**​

**PROFESSIONAL EXPERIENCES**

**11/2019 to Current - Business Development Manager**

*(Dubai,*​*UAE)*

* *Key Responsibilities*
	+ Create and implement the business strategy, market analysis and competition analysis within a new territory for the company: GCC.
	+ Ensure continuous feedbacks to the developers team in France for improvement of product functional design.
	+ Act as the key contact within the region for the other business unit part of the company group (events, networking, poc, …).
* *Key Achievements*
	+ Completed and launched the business strategy targeting educational and governmental organization in UAE.
	+ Provided Cyber Security oriented demos to several customers. Ensured our company participation to national Cyber Security events.

**09/2017 to 10/2019 (2 years) - Business Development Manager**

**Orange Business Services** *(Dubai,*​*UAE)*

* *Key Responsibilities*
	+ Increase revenues: hunt and upsell to develop a pipeline worth $36M leads (qualified opportunities: $20M), target $500k wins.
	+ Develop marketing strategies within MEA to promote ‘Unified Communications’ products.
* *Key Achievements*
	+ Achieved $2.5M wins over the 2018 financial year.
	+ Launched and completed a marketing campaign targeting 3 countries: created $4M leads (qualified opportunities: $1.2M).
	+ Directed the creation of a showroom for the inauguration of our new office. Hosted and presented our solutions to HH Sheikh Ahmed bin Saeed Al Maktoum and his delegation. Became today a key assets for our sales team: several C-Level customers welcomed over the following months.

**09/2014 to 08/2017 (3 years) - Sales Engineer**

**Orange Business Services** *(Paris,*​*France)*

* *Key Responsibilities*
	+ Work closely with the account teams. Qualify and lead the design of customers solutions architecture for large deals.
	+ Develop skills on Networks and VoIP technologies with a specialization on Cisco equipments.
	+ Build a strong relationship with the partner Cisco and perform a market analysis on their specific products.
* *Key Achievements*
	+ Became a reference on Cisco quoting, pricing and contract management tools. Trained my colleagues to share my expertise.
	+ Produced various pre sales collaterals and drove technical presentations / demos demonstrating value of my expertise.
	+ Closed several sales and redesigned sales processes with operations teams to enhance implementation efficiency.

**09/2012 to 08/2014 (2 years) - IT Support Engineer**

**ENGIE** ​*(Paris, France)*

* *Key Responsibilities*
	+ Maintain the IT equipments & infrastructures for our client. Manage the incidents & the deployments of workstations / mobile devices.
	+ Ensure the security policies application.
	+ Provide high quality customer relationship and trust by achieving common IT Support targets.
* *Key Achievements*
	+ Overachieved my KPIs : finished in 1st place in terms of tickets completion every quarters.
	+ Enhanced trust with my customers, received outstanding feedbacks from company C-Level executives.

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|  | **EDUCATION** |  | **SKILLS** |  |  |  |
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| **09/2016 to 03/2017 - International Business: Master** |  | **Sales** |  | **IT** |  |
| **Degree (GPA: 3.9)** | ● | CRM Fundamentals & | ● | Agile project management |  |
| **University of California Irvine** ​*(Irvine, California, USA)* | ● | Administration ​**certified** | ● | and SCRUM ​**certified** |  |
| Account Management | Cisco CCNA **certified** |  |
| Business Planning & Strategy - Finance - Intercultural Communication |  |  |  |  | ​ |  |
| ● | Active Listening | ● | Coding languages (VBA, C++, |  |
| - Marketing - Negotiations - Trade & Supply Chain | ● | Customer Care & Relationship | ● | Java) |  |
|  |  |  | ● | Goal Oriented | IT Networks |  |
|  |  |  | ● | Lead Generation / Pipeline | ● | Microsoft Office Suite |  |
| **09/2014 to 08/2016 - IT Networks, Security &** |  | Development |  | proficiency |  |
| ● | Presenting & Public Speaking | ● | Telecommunications |  |
| **Telecommunications: Engineer Degree (GPA: 3.3)** |  |  |  |  |  |  |
| **ESIEE PARIS** ​*(Paris, France)* |  | **Digital Marketing** |  | **Languages** |  |
| Cloud Platforms - Cyber Security - IT Networks - Project Management | ● | Search Engine Optimization | ● | FRENCH - Native |  |
| - Telecommunications |  | **certified** | ● | ENGLISH - Fluent |  |
| ● | Content Marketing | ● | ARABIC - Conversational |  |
|  |  |  |  |
|  |  |  | ● | Marketing campaigns |  |  |  |
|  |  |  | ● | Social Media Advertising |  |  |  |

**EXTRA-CURRICULAR ACHIEVEMENTS**

**2016 - Co-founder of “Or Bleu” humanitarian association**

This association aimed to provide clean water by financing pits in Africa countries:

* Supervised the creation of football tournament to collect donations.
* Managed teams to collect food and clothes and then provide it in Paris to homeless through a booth.
* Built by the end of our first year 5 pits in Mali.

**INTERESTS**

**FOOTBALL**​**-** ​Passionate in all sports and mostly football, played in a clubsince I was 7 years old. Had the opportunity to play in a competitive and high-level. Gave me also the chance to coach youth teams.

**TRAVELS**​**-** ​Sightseeing and travel lover, visited several countries. Alwayslooking forward to meet new people and cultures. **BOOKS -** ​Daily reader, wide range of differents types of books.