

Sr. Business Development

Every single team of employees needs a shove in the right direction from time to time.

ABDEL-RAHEEM EL-SAID MEHANNA

Current Address: Jeddah– Saudi Arabia.
Permanent Address: Egypt.
Contact No: +966 (0544951665)
Iqama: Transferable.
Email: abdelraheemmehanna@gmail.com

ORGANIZATIONAL EXPERIENCE

Designation: [Sr. Business Development \(Business Consultant \)](#)
Employer: [Moatamaden \(Saudi Arabia\) IT And Marketing Solutions Co.](#)
Co. Profile: [Jeddah – Saudi Arabia \(Jan 2021 Till Present\)](#)

Key Responsibilities:

- Research, identify and qualify new client opportunities
- Identify and participate in trade show events that provide high visibility and growth opportunities to the company.
- Sell Digital Marketing and Advertising – SEO, Pay Per Click (PPC), Email Marketing, Social Media, Media Buys and Analytics / Strategy.
- Sell large scale e-commerce , Websites , Apps - and CMS design and development projects
- Interface with potential clients to understand and manage client expectations.
- Successfully adopt company objectives and communication messages to properly position agency with client prospects
- Manage the business development process including research and planning, proposals, scope of work documents, and contracts.
- Assess clients business objectives to provide strategic marketing and brand recommendations
- Motivated team player that is results oriented.
- AND MORE.

Designation: [SALES & MARKETING MANAGER \(OFF/ONLINE\)](#)
Employer: [My Hearing Center | Hearing ,Speech and Hearing Aids Center](#)
Co. Profile: [Jeddah – Saudi Arabia \(July 2018 Till Oct 2020\)](#)

Key Responsibilities:

Marketing (ONLINE)

- Lead vision, strategy, and results for all paid acquisition marketing channels that drive incremental new customers.
- Develop and oversee effective SEO/SEM and content marketing strategies to help connect our customers and prospective customers to meaningful product and Services in Center.
- Drive strategy and growth through effective digital marketing strategies.
- Produce and communicate weekly/monthly report to internal stakeholders.
- Identify trends and insights and optimize spend and performance based on the insights.
- Collaborate with the marketing and digital team and other mentioned Freelancers to build up our Digital Marketing Identity, leads and conversions.

Marketing (OFFLINE)

- Visiting Doctors and clinics which they had ENT Department to Present our Services and Products, Dealing and create all agreements with the terms of our company.
- Confirming our identity and Tone of Brand on filed, customers and Market | Follow up the call cycle for all our Representatives.
- Manage and create Evaluations Sheet's, Support and Improve the QC Principals In/Outdoor.

- Interpret and explain plans and contract terms to administrative staff, workers, and clients.

Designation: [PERSONAL ASSISTANT \(13 Months\)](#)

Employer: [Prince Faisal Bin Sultan AL-Saud OFFICE](#)

[Riyadh - Saudi Arabia \(Diplomatic Quarter\) - KSA \(Jan 2006 - Feb 2007\)](#)

Key Responsibilities:

- Provide general secretarial / administration support to senior managers & Directors.
- Organizing external / internal meetings attending them and taking minutes.
- Liaising with other staff regulatory authorities, suppliers and clients etc.
- Responsible for answering & screening telephone calls & face to face enquiries.
- Making appointments and arranging travel and accommodation.

EDUCATION

Education

Degree: Bachelor of Arts Oriental Languages Department, 2005.

Institute: South Valley University, Egypt.

Degree : Preliminary MA. Tourism Guiding (2 Years)

Institute : Higher Institute for guidance tourism in Luxor.

Training/ Courses Attended:

- Network Administration & Management.
- General English Course in AUC
- Typing 50-60 words per min (English/Arabic)

I T Skill: Proficient with the MS Office suite, and the Internet applications

PERSONAL INFORMATION

Date of Birth: 21th Jun 1984.

Languages Known: **English** (writing, reading & speaking) | **Arabic** (native language).

Marital Status: Married.

Number of

Dependents: 3.

References: Available upon request.