

**Adnan Kabbani** April 26<sup>th</sup> 1981

## Business development manager

Professional business developer with over 10 yrs of experience in services ,sales & business development processes involved in product testing Engineering management and development of new business opportunities on different levels.



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addokab

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## WORK EXPERIENCE

- ❖ **CEO / Founder AWS Digital Solutions**  
IT ,Digital Marketing & Business consulting 2018 ( present )  
Digital marketing, social media , web design development  
E-commerce development.Native & Hybrid apps design & development . [awsdigitalolutions.com](http://awsdigitalolutions.com)
- ❖ **BUSINESS DEVELOPMENT MANAGER CONSTRUCTION**  
Feb 2015-Feb 2017 Mechatronics technologies ,Jeddah KSA  
Successfully managed account of 4 millions Saudi Riyals of projects and successfully achieved project schedule goal.
- ❖ **ASSISTANT PROJECT MANAGER CONSTRUCTION**  
Jan 2013-Feb 2015 SBG ,MECCA,KSA  
Acting as a focal point and the right hand of the project manager to develop comprehensive action plans including resources , time frames and budgets.
- ❖ **ACCOUNT MANAGER TELECOM /ISP**  
Dec 2012-Dec 2013 Terranet ,Lebanon  
Managed a number of high priority of accounts and helped to grow business over period of times.
- ❖ **ACCOUNT MANAGER VAS TELECOM**  
Feb 2011-NOV 2012 Akorn Telecoms,Lebanon  
Manage the various accounts and sales with the existing and potential accounts telecom operators.
- ❖ **CUSTOMER SUPPORT AGENT TELECOM**  
Oct 2010-Dec 2011 Ogero Telecom,Lebanon  
- Handle customer inquiries, complaints, billing questions and payment extension/service requests  
- Helping company to attain the highest customer service ratings.
- ❖ **BUSINESS DEVELOPMENT EXECUTIVE CONSTRUCTION**  
April 2008 – Aug 2010 Reem Emirates Aluminum ,Abu Dhabi  
- Identifying business opportunities by indentifying prospects and evaluating new leads in the Reem island  
- Negotiating contracts , Tenders and BOQ



## ACADEMIC QUALIFICATION

- Technical Bachelor Degree , Telecommunications Electronics 2005 - 2008 IPNET
- Technical Superior Degree , Electronics 2001- 2004 IPNET
- PMP certified professional March 2014 KSA

### CERTIFICATION & AWARDS :

- DSP 4 Technical Training & Certification attendance PHONAK Hearing Systems 'Switzerland' June 30 2006 .
- Technical training & Certification of attendance from PHONAK Hearing systems
- JORDAN May 21st 2005.  
Feb 2008 A+ certified professional Comptia.  
Sep 2007 Network + certified professional

## LANGUAGES

Arabic  
Frensh  
English



## HONORS & AWARDS

- FOUNDER** - CARMAX-LB , EXPLORE (ONLINE SHOPPING )
- ENGAGE PROPERTIES
  - MOBO MOBILES

AWARDS OF EXCELLENCE AND PARTICIPATION  
IN BIG CONFERENCES AND EVENTS, CITYSCAPE,SMARTEX  
BIG 5, PROJECT LEBANON ,LEB ,UAE,KSA

## REFERENCES

AVAILABLE UPON REQUEST

## HOBBIES

