

Adnan Kabbani April 26th 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.



adnankab@gmail.com

00961-81605377

Lebanon

[Linkedin.com/in/adnankab](https://www.linkedin.com/in/adnankab)

addokab

<https://www.adnankabbani.com>



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 . awsdigitalsolutions.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*

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

SKILLS



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



REFERENCES

AVAILABLE UPON REQUEST

HOBBIES

