

Khalid Faddah

Mobile No. +971 56 246 1 246

Dear Sir,

In pursuit of employment opportunities please find my updated resume for your kind consideration.

Highly focused and self-motivated, with a methodical, analytical and common sense approach.

Developing business / Commercial opportunities and establishing long-lasting customer relationships.

Having the ability to conceptualise and think laterally, introducing fresh ideas and innovation, defining, developing and implementing strategies designed to deliver operationally excellent service and increase market share whilst reducing OPEX and Significantly increasing EBITDA.

Fully capable of delivering change executed with minimal disruption and at the lowest possible cost, adding significant value, both financially and operationally, to business.

I look forward to hearing from you soon.

Truly yours,

Khalid Faddah

Personal Information

Name : Khalid Faddah
Permanente Address : Dubai – UAE
Marital Status : Married
Mobile : +97156 246 1 246
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Experience

Experienced Senior Racing instructor and Coach at [Yas Marina Circuit](#) – [Racing School project](#) Abu Dhabi, UAE, Jan 2018 – Sep 2020. Responsibilities:

- Design driving experience concepts for all level of drivers and on different tracks or vehicle types.
- Assist in sales with prospects such as engaging in an introduction or conducting tours.
- Design fun and safe competition events for customers such as drift night, autocross, track days...etc.
- Assist customers who are interested in obtaining competition licensing in training, instructions and certifications.
- Report to the tuning shop vehicle service or issues data which is collected during a test drive.
- Assist during corporate events with large group (upwards of 400+ people a day) in planning, coaching and instructing drivers.
- Assist in the operations of the below (such as: preparing track, safety confirmation, briefing, instructing and conning & deconning):
- Keep an open communication channel with customers such as sharing videos, invitations to upcoming events...etc.
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Business Development Manager, ME Region [Minerva Technologies DMCC](#) Dubai, UAE. Sep 2015 – NOV 2018. Responsibilities:

- Planning projects and target setting monthly and annually.
- Manage business generation and sales.
- Customer care and complaints resolution management.
- Board member (Monthly meetings to discuss budgets, targets, projects and workforce)
- Attend industry functions, association events and conferences.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- Respond to incoming Requests for Information (RFIs), Requests for Proposals (RFPs).
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
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Business Development Manager, ME Region at [NEDAP](#) Dubai, UAE. August 2014–August 2015. Responsibilities:

- Manage and support Business Partners in order to obtain a solid relationship.
- Forecast sales targets and ensure the team meets them.
- Respond to incoming Requests for Information (RFIs), Requests for Proposals (RFPs).
- Develop a sales plan including cold-calling and direct marketing to ensure a Robust opportunity
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.

- Ensure all team members represent the company in the best light.
- Present business development training and mentoring to business developers, integration team and other internal staff.
- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

Business Development Manager , EMEA Region at [MOTOROLA SOLUTIONS](#) Dubai, UAE. April 2008 – April 2014. Responsibilities:

- Generating leads both direct & indirect sales funnel of Prospects and creating and manage an opportunities database.
- Collaborate with company management to prepare and implement the company's marketing and Business Development plan and strategy for meeting business goals.
- Track and report current status of potential projects, markets, customer news, and developments.
- Ensure all communication with customers is in accordance with our standards and correct in content and format.
- Manage the movement of products/equipment/materials in and/or out of the country in accordance with organizational policy and procedure, and to comply with relevant local event and exhibitions, country and international law and process.
- Advise the Sales process to manage the required documentation associated with import/Export of Solutions, to ensure 100 % compliancy and best practice in line with Motorola's business practice and legal & commercial guidelines. And online forms for the efficient, cost-effective and lawful execution of all import/export activities.
- Maintain and develop existing and new customers through planned individual account support.
- Managing and Maintaining pipeline, CRM, Database.

Operation Manager at [ARAMEX](#) Amman, Jordan. February 2003 – September 2007. Responsibilities:

- Planning and leading staff as per daily distribution plan.
- Sales and new subscriptions management.
- Data entry & record keeping management.
- Sending daily reports to direct manager.
- Customers' care service

Core Skills

- Leadership
- Organization
- Ability to work under pressure
- Confidence
- Enterprise and entrepreneurial skills
- Negotiation and persuasion
- Teamwork
- Communication
- Commercial awareness
- Collaboration Skills
- Project Management Skills
- Results Oriented

Education

- **2010 - 2012:** CIM (Chartered Institute of Marketing), The Chartered Institute of Marketing is the leading international body for marketing and business development
- **2002 – 2007: BA – Business Administration (University of Jordan)**
- **1999 – 2000:** High school (al Hussein College School / Scientific Stream) – Jordan

References

- Available upon request