

# Ahmed Khaleel Al-Moalem

Commercial Planning & Business Development  
Executive Management | Telecom & FinTech

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**Accomplished professional with proven expertise in creating and executing strategic sales plans, consistently achieving record-breaking increases in profits and productivity.**

Adept at analyzing market trends, identifying sales development opportunities, and capitalizing on growth potential by deploying efficient sales tools and techniques. Possesses a credible history of developing, tracking, and managing sales function budgets based on financial data and sales metrics. Known for building, leading, and motivating sales teams to achieve departmental goals and objectives. Demonstrates talent for identifying new channel markets, acquiring key clients, and surpassing set sales targets. Expert in interfacing with team members, key partners, executives, and stakeholders.

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## Education& Expertise

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**Bachelor of Business Administration** King Faisal University (2018)

### Areas of Expertise

- Sales Pipeline Management
- Sales & Revenue Growth
- Financial Planning & Analysis
- Customer Service & Satisfaction
- Team Building & Leadership
- KPIs Development & Optimisation
- Project Management
- New Business Development
- Budgeting & Forecasting

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## Career Experience

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**Business Development Executive Management - Commercial | Paymob, Riyadh** Jan 2023 – Present

- Spearheaded market expansion and revenue growth in KSA by forging strategic partnerships with merchants and financial institutions.
- Led targeted market research and sales strategies, driving significant increases in client acquisitions and revenue.
- Managed the KSA Sales Team through the entire sales cycle, from lead generation to contract negotiation.
- Delivered key insights and performance reports to Directors, emphasizing KSA market trends and team successes.

**Commercial Planning & Commission Senior Manager | Zain, Riyadh** May 2022 – Nov 2022

- Supervised ad-hoc reporting, provided expert analysis, and delivered sales reports, including gross adds, inventory, channel fill, revenue, and recharges.
- Managed sales department budget, ensuring alignment with strategic goals and efficient resource allocation.
- Analyzed and documented business processes and systems (including SAP) to optimize workflows and automation.
- Collaborated with IT , Finance, and marketing to ensure seamless coordination across departments.
- Provided actionable insights to support strategic and operational decision-making.
- Developed KPI dashboards for management to monitor performance metrics effectively.
- Calculated sales commissions for partners, dealers, and sales force based on KPI achievements.
- Conducted field and site visits to assess sales activities and gather insights for continuous improvement.
- Led and managed Managers and the team to execute departmental and company strategies efficiently.

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Created and implemented commission plans for different teams or individuals. Calculated commissions earned by employees based on sales or performance metrics. Analyzed sales data and performance metrics to determine commission amounts and validate the accuracy of calculations.

**Executive Manager Sales Commission Execution & Order Management, | Mobily, Riyadh** **May 2018 – Apr 2021**

- Calculated sales commissions for partners, dealers, and the sales force based on KPI achievements, ensuring accuracy and timely payouts in line with approved schemes and policies.
- Validated commission calculations to guarantee compliance and integrity in financial processes.
- Managed PRs and payments across various sales channels, ensuring smooth and efficient financial operations.

**Executive Manager Franchise Sales | Mobily, Riyadh****May 2016 – Apr 2018**

Developed and implemented a comprehensive franchise development strategy in alignment with the company's business goals and expansion plans. Negotiated franchise agreements and terms with potential franchisees to secure mutually beneficial deals. Ensured all franchise sales and agreements comply with legal requirements and regulations.

**Franchise Sales Outlet Manager | Mobily, Riyadh****Apr 2014 – Apr 2016**

- Monitored and managed the outlet's sales performance and set sales targets to achieve revenue.
- Delivered exceptional customer service, ensuring a positive and engaging experience for all customers.
- Oversaw outlet staff operations, including hiring, training, scheduling and conducting performance evaluations.
- Led the expansion project, successfully opening 100 new stores in KSA and managing all operational tasks from selection to launch.
- Achieved top-tier performance, ranking among the top three for outlet sales in 2015.
- Implemented strategic promotional activities and sales initiatives to increase foot traffic and boost sales.

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**Additional Experience**

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✓ <b>IVR &amp; Project Management Coordinator</b>	<i>Mobily</i>	Dec 2009 – Mar 2014
✓ <b>Risk Management Representative</b>	<i>Mobily</i>	Dec 2006 – Nov 2009
✓ <b>Customer Care Agen</b>	<i>Mobily</i>	Jun 2006 – Nov 2006
✓ <b>Fire and Safety Supervisor</b>	<i>Saudi Oger</i>	Jan 2004 – May 2006

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**Languages**

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Arabic, Fluent | English, Professional

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**Training & Course**

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| ✓ Managing Sales Performance & Developing. | ✓ Breakthroughs to success. |
| ✓ The Foundations of Human Resources.      | ✓ Industry Leaders.         |
| ✓ Excellence Service.                      | ✓ PMP Training.             |

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**Technical Proficiencies**

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Microsoft Office Suite (Word, Excel, PowerPoint)