

Tariq Mohammed Atta

Nationality, Jordanian, Transferable Iqama,

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PERSONAL STATEMENT

A creative and inventive thinker, who craves a challenge and who is not afraid to work outside his comfort zone. Tariq is a motivated team player who consistently aims to push revenue expectations and exceed goals. He possesses superb communication skills and is someone who can build up rapport easily, open up clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom line results, he has a track record of achieving and exceeding the standards of performance set out for any sales projects. He wants to develop his career in a fast-moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

Managing



Business model design
Sales Administration
Commercial management
Product design
Strategic management
Staff management

Marketing



Presenting & pitching
Developing partnerships
Up selling
Pricing strategies
Sales presentations
Lead management

Dynamic



Career orientated
Attaining goals
Spotting opportunities
Networking skills
Highly motivated
Plenty of initiative

Smart



Tactful & diplomatic
Negotiating skills
Making deals
Strategy development
Developing ideas
Lateral thinker

CAREER HISTORY

ASAS for Business Consultations – K.S.A - Riyadh

Business Development Specialist Dec 2019– Jun 2023

Responsible for expanding the company's product reach and profit revenues, and developing the company's regional, national and international sales territory. On top of this also having overall charge of increasing the company turnover by driving sales growth through new and existing clients.

Duties

- Assisting and managing a department for conducting feasibility studies for the company clients and others.
- Making sure that employees and the company always keeps its goals and objectives firmly in sight.
- Keeping up to date with the latest developments in the marketplace.
- Ensuring a targeted, proactive and commercial approach to business development.
- Utilizing extensive and existing industry insight and intelligence to propose new solutions to existing and prospective clients.
- Making sure that all sales opportunities are fully explored and captured.
- Constantly reviewing procedures and processes to look for ways to make them more efficient.
- Developing customer awareness of the company's services and products.
- Anticipating market trends in a fast-changing business environment.

Bussma Real Estates Management Co. Ltd., – K.S.A - Riyadh

Studies & Marketing Researches Manager Oct 2011– Oct 2018

Key activities:

- **Develop a growth strategy focused both on financial gain and customer satisfaction**
- **Conduct research to identify new markets and customer needs**
- **Arrange business meetings with prospective clients**
- **Keep records of sales, revenue, invoices etc**
- **Provide trustworthy feedback and after-sales support**

Elegant Home Co. Ltd, - Amman - Jordan

Sales Manager Sep 2002 - Aug 2008

Key activities:

- **Assigns territories and sets quotas for sales teams**
- **Consults with potential customers to understand their needs; identifies and suggests equipment, products, or services that will meet those needs**
- **Collaborates with executive leadership to develop sales quotas and strategies**
- **Prepares sales budget; monitors and approves expenses**

Microns Multimedia International Co. – Riyadh – K.S.A

Business Development Manager Dec 1997 - Sep 2002

Key activities:

- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc
- Provide trustworthy feedback and after-sales support

Kids Joy Manufacturing Company – Z & T – Amman - Jordan

Business Development Manager Nov 1995 - Dec 1997

Key activities:

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople
- Prepare sales contracts ensuring adherence to law-established rules and guidelines

Management Consultancy Company – Talal Abu Ghazaleh International

Riyadh Branch Officer Oct 1993 - Nov 1995

Key activities:

- Bridge management and employee relations by addressing demands, grievances or other issues
- Manage the recruitment and selection process
- Nurture a positive working environment
- Oversee and manage a performance appraisal system that drives high performance
- Report to management and provide decision support through HR metrics

Retail Accessories Sales Company – Qeladah Establishment

Sales Representatives Dec 1992 - Oct 1993

Key activities:

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

KEY COMPETENCIES

- Conducting Marketing Researches, Marketing Strategies, Feasibility Studies and Business Plan Reports>
- Conducting And preparing Companies for governance and compliance.
- Financial Analysis using Computers & Build financial modeling.

ACADEMI QUALIFICATIONS

King Saud University: Operational Researches BA (SEGMA) 1987 – 1992

MEMBERSHIPS AND COURSES

Saudi Authority for Accredited Valters: Membership (101) - 2017
Riyadh Chambers of Commerce: Real Estate Evaluation - By Eng. Moh. Ba Bahar.

This Course is approved by RAB
(Registrar Accreditation Board)

From Canada and held by QMI. Lebanon: Attended and passed an internal quality auditing ISO 9001:2000

REFERENCES

Available up on request