



# Husam Al Zubaidi

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## Summary

Dear Mr. / Ms.

I'm (OPEN FOR NEW OPPORTUNITY) As my previously working as a CEO, Department Director, Regional Sales& Risk Management, Marketing Branding Operation Management professional with 24 + years of Experience in GCC & Middle East of exceptional track record in various management capacities and possessing holistic exposure in sales, marketing, client relations & business development initiatives. I am seeking a challenging position in an organization that provides opportunities to align accrued acumen towards a mutually fulfilling growth path.

As perceptible from my CV, my extensive experience as Regional Sales Manager & Development Director, general trading for a reputed company gives me a definite edge over my peers. I analyze core operational and business functions and implement the most appropriate solutions that drive continual business growth. My prowess in both realms of sales and marketing gives me a degree of versatility which translates to an added edge in a highly competitive market. I have projected a highly professional and customer-friendly façade to clients and forged long-term business relationships as a key impetus to business expansion and growth.

I bring to the position a combination of team leadership, strategic planning, customer service & business development skills that I have leveraged to meet and exceed expectations. What deserves to be highlighted is my business acumen in understanding the business process in its totality, and my ability to smooth out day-to-day operational hitches for my superiors, thus allowing them to focus on the larger business picture of achieving the company objectives. I am skilled in dealing with customers and attracting new customers I have the ability to manage the sales team; working with and increase its activity in the market; I can study competitors and put Marketing and sales plans.

I believe my commitment to excellence, ability to mentor team members towards achieving great results and affirmed industry focus give me a unique and informed perspective from which I can add significant value to your business and prove myself to be a valuable member of your organization.

My attached CV details my experience. I look forward to the opportunity to meet with you to discuss my qualifications further.

Contact details/

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Sincerely,

Husam Al Zubaidi

## Experience

### Chief Executive Officer

I Delever Co

Jul 2021 - Present (2 years 1 month)

Managing All Duty And Business for the company



## **General Sales & Marketing Manager**

AMPCO

Jun 2020 - Jun 2021 (1 year 1 month)

PVC , Palette , Nailon , Solvent Roll Nylon Packaging and Machines, Catering & Restaurant Equipment's Plastic , Paper , Aluminum .



## **Regional Sales Manager, CEO, Director**

Open for New Challenges MENA Wide in CEO , Operations or Consulting

Jan 2020 - May 2020 (5 months)

CEO , Regional Sales Manager, Director, Management , Operation Director, Risk Business Management



## **CEO, Director**

Zain-international Co, Zinco

Jan 2019 - Dec 2019 (1 year)

An experienced CEO who has worked in the apparel and FMCG Sector. Strong business development skills in entrepreneurship, retail, negotiation, business planning, operation management, supply chain, production, commerce and marketing.



## **Regional Sales Director And Business Development Manager (Kingdom Wide)**

General Trading Company (GTC) Olayan Group

Nov 2016 - Dec 2018 (2 years 2 months)

synergy project director



## **National Sales Manager**

Dec 2015 - Oct 2016 (11 months)

Is responsible for the sales and staff management and the achievement of the annual, quarterly and monthly goals as well as customer relationship and supply, accounts and budgets and commissions and incentives sales team and the work of the annual budgets and plans and selling strategies used in the company and work on the follow-up companies and a study of the market and coordination with marketing to work promotional programs and supervising teams, support and official on the status of annual sales targets.



## **Regional Sales Manager**

Basamh Trading & Industries Group

Jan 2010 - Oct 2015 (5 years 10 months)

(Central&West Region)



## **Unit Manager**

TAMER GROUP \ P&G BEAUTY DEPARTMENT

Feb 2009 - Dec 2009 (11 months)

salem& development



### **Section Manager**

CIGALAH GROUP \ IMPERIAL CEGARET TOPACO - DAVIDOFF CEGARET

Jul 2003 - Jan 2009 (5 years 7 months)



### **Self Employed**

Factory Materials.

Jun 1999 - Apr 2003 (3 years 11 months)

PVC, Palette Nailon, Solvent, Roll Nylon Packaging and Machines

## **Education**



### **Kuwait University**

Bachelor of Business Administration (BBA), business administration

1996 - 2000

## **Licenses & Certifications**

**Mark. storewars interational** - Mark

## **Skills**

FMCG • Sales Management • Business Planning • Key Account Development • New Business Development • Business Strategy • Forecasting • Management • Modern Trade • Logistics