Osama Abdullah

Contact Information

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August 27th, 1991

Education

Bachelor's Degree in **Surveying Engineering**
Hashemite University,
Jordan, **2011**

Bachelor's Degree in **English Literature**
Zarqa Private University,
Jordan, **2018**

Languages

Arabic: Mother Tongue
English: Very Good

Skills

- Sales Management
- Business Development
- Project Management
- Operations Optimization
- Strategic Planning
- Customer Service
- Team Leadership
- HR Management
- HSE Compliance
- Surveying Engineering
- E-Marketing
- Leadership Skills
- Teamwork
- ICDL Certification
- English Language Proficiency
- Human Resource Management
- Customer Service Excellence
- Computer Basics
- Strategic Thinking
- Operational Efficiency

Professional Summary

Experienced professional with a background in surveying engineering and English literature, offering expertise in sales management, business development, project management, and operations optimization. Demonstrated success in implementing strategic initiatives, leading teams to achieve and exceed targets, and optimizing overall business performance. Strong skills in customer service, team leadership, and HR management. Proven ability to streamline operations, drive revenue growth, and deliver high-quality results in fast-paced environments.

Work Experience

Regional Sales Manager and Business Developer

Al Kousa for Export and Import, Jordan
2023 - Present

- **Sales Strategy Development:** Develop strategic sales plans to expand customer base and achieve sales targets
- **Business Development:** Identify new business opportunities and partnerships to drive company growth
- **Team Management:** Lead and motivate sales team to enhance performance and productivity
- **Client Relationship Management:** Build and maintain strong relationships with clients to ensure customer satisfaction
- **Market Analysis:** Conduct market research and analysis to stay updated on industry trends and competitors

Director General

Gulf Crete - Jordan, Jordan
2022 - 2023

- **Strategic Planning:** Develop and implement strategic plans to achieve organizational goals
- **Operations Management:** Oversee day-to-day operations and ensure efficiency and effectiveness
- **Financial Management:** Manage budgeting, forecasting, and financial reporting for the organization
- **Stakeholder Engagement:** Engage with stakeholders to build strong relationships and drive collaboration
- **Team Leadership:** Lead and motivate a team towards achieving common objectives

Sales Engineering Manager

Selas Engineering Gulf Crete - Saudi Arabia, Saudi Arabia
2019 - 2022

- **Technical Sales Support:** Provide technical expertise and support to the sales team in closing deals
- **Client Consultation:** Consult with clients to understand their needs and recommend appropriate solutions
- **Project Management:** Manage projects from inception to completion, ensuring quality and timeliness
- **Market Research:** Conduct market research to identify trends and opportunities for business growth
- **Negotiation:** Negotiate contracts and agreements with clients to secure profitable deals

References

Available upon request

Sales Manager

Selas Manager Al Awaal Company, Jordan
2019 - 2020

- **Sales Team Supervision:** Supervise and train sales team members to enhance their performance
- **Sales Strategy Development:** Develop and execute sales strategies to meet revenue targets
- **Client Relationship Management:** Build and maintain relationships with key clients to ensure retention
- **Market Analysis:** Analyze market trends and competitor activities to inform sales strategies
- **Sales Performance Evaluation:** Monitor and evaluate sales team performance against KPIs and targets

Business Development Manager

Business Development Al Hijra Company, Jordan
2018 - 2019

- **Market Research:** Conduct market research to identify new opportunities for business growth
- **Strategic Partnerships:** Develop and maintain strategic partnerships to expand the company's reach
- **Lead Generation:** Generate leads through networking, cold calling, and other marketing strategies
- **Proposal Writing:** Prepare and submit proposals to potential clients for new business opportunities
- **Client Relationship Management:** Build and maintain relationships with clients to ensure customer satisfaction

Sales Manager

Selas Al Hijra Company, Jordan
2017 - 2018

- **Sales Strategy Development:** Develop and implement sales strategies to achieve revenue targets
- **Team Management:** Lead and motivate sales team members to drive performance and productivity
- **Client Acquisition:** Identify and acquire new clients to expand the customer base
- **Sales Forecasting:** Forecast sales trends and set targets for the sales team
- **Market Analysis:** Analyze market trends and competitor activities to inform sales strategies

Surveying Supervisor

Arabian Construction Co. - ACC, Jordan
2016 - 2018

- **Site Inspection:** Conduct on-site inspections to ensure compliance with project specifications
- **Survey Data Analysis:** Analyze survey data to create accurate maps and reports for construction projects
- **Team Supervision:** Supervise surveying team members to ensure quality and accuracy of work
- **Client Communication:** Communicate with clients to understand project requirements and provide updates
- **Safety Compliance:** Ensure compliance with safety regulations and protocols on construction sites

Human Resources Specialist
Arabian Construction Co. - ACC, Jordan
2016 - 2016

- **Recruitment:** Recruit and onboard new employees to meet staffing needs
- **Employee Relations:** Manage employee relations and address grievances and conflicts
- **Training and Development:** Identify training needs and develop programs to enhance employee skills
- **Policy Implementation:** Implement HR policies and procedures to ensure compliance and consistency
- **Performance Management:** Conduct performance evaluations and provide feedback to employees for improvement

HSE and Survival Engineering
Arabian Construction Co. - ACC, Jordan
2015 - 2016

- **Safety Compliance:** Ensure compliance with health and safety regulations on construction sites
- **Risk Assessment:** Conduct risk assessments to identify potential hazards and implement control measures
- **Emergency Response Planning:** Develop and implement emergency response plans for various scenarios
- **Training Programs:** Design and deliver training programs on safety protocols and procedures
- **Incident Investigation:** Investigate incidents and accidents to determine root causes and prevent recurrence

Survival Engineering
Arabian Construction Co. - ACC, Jordan
2012 - 2015

- **Emergency Preparedness:** Develop emergency response plans and procedures for various scenarios
- **Safety Training:** Deliver safety training sessions to employees to enhance awareness and preparedness
- **Risk Assessment:** Conduct risk assessments to identify potential hazards and mitigate risks
- **Compliance Monitoring:** Monitor and ensure compliance with safety regulations and standards
- **Incident Response:** Manage and coordinate responses to incidents to minimize impact and ensure safety

Achievements and Awards

- **Regional Sales Manager Success:** Successfully led a team to achieve and exceed sales targets consistently for Al kousa for export and import.
- **Effective Business Development Strategies:** Implemented innovative business development strategies resulting in significant growth and expansion for Al kousa for export and import.
- **Operational Excellence at Gulf Crete - Jordan:** Streamlined operations and improved overall efficiency during tenure as Director General at Gulf Crete - Jordan.
- **Successful Project Management at Selas Engineering:** Managed multiple projects effectively and delivered high-quality results during time at Selas Engineering Gulf Crete - Saudi Arabia.
- **Strategic Business Development Initiatives:** Implemented strategic business development initiatives that led to increased revenue and market share for Al hijra com.