



# Bisher Hammoudeh

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Doha – State of Qatar.  
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Date of Birth: 24/2/1987  
Male, Single, Syrian  
Driving licenses: Qatari

## EDUCATION

**Arab International University, Syria**  
2005-2010

Bachelor in Business Administration  
(Completed 133/133 Credits & 2.08 GPA)  
Major: Marketing

## COMPUTER SKILLS

Microsoft Office  
(MS word excel power point).

## Languages

•Arabic Mother tongue  
•English Excellent

## Hobbies and interests:

•Basketball – Member of Qasewon official basketball team in Syria.  
•Member of Syrian basketball Community in Qatar  
•Volunteering works.  
•Reading

## OBJECTIVE

Looking for a new and challenging position that will allow me to develop my current professional and personal skills and enable me to add value to the company I will work for.

## WORK EXPERIENCE

Qatar



### Senior Sales Executive

June 2020 - July 2023  3 yrs 2 mos



### Diamond Professional Trading & Contracting

AL Sadd AL Kawary Building

Reporting to the Sales Manager & the GM for the following Responsibilities:

Meeting a new customers and build business relationships.

Maintaining the existing customers and developing a long-term business relationship.

Give the presentations and introduce our materials, and negotiate with potential customers.

- Increase the company market share by studying the market to know where we are & where we want to be.
- Analyzes and interprets the competitive data of our competitor.
- Develops, implements, and maintains sales communication strategies.
- Provide a leadership spirit to support the team and the other departments.
- Develops the operational strategies and monitors productivity to ensure sales goals and budgets are met.

### Achievements

Acquiring the following companies:

Urbacon Trading & Contracting UCC – AL seal - AL Jaber Engineering - Ramco trading & contracting

Elegancia group (landscape -service-MEP) Samsung etc...



### Business Development Executive

December 2017 - June 2020  2 yrs 7 mos



### Challenger Trading & contracting.

Muraikh Tower, Doha

Reporting to the Business Development Manager & the CEO of the Company for the following Responsibilities:

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing strategies
- Researching organizations and individuals to find new opportunities
- Increasing the value of current customers while attracting new ones
- Finding and developing new markets and improving sales
- Attending conferences, meetings, and industry event

### Achievements

Acquiring the following companies:

AL Emadi Engineering – Harinsa- AL Jaber Engineering –classical Palace –AL Bawakir group AL Sulaiteen group-AL Aali International –Argon Global –Jak construction–AL Fowriya–HBK etc.

## WORK EXPERIENCE

Qatar

### Sales Executive

December 2012 - November 2017  5 yrs



#### **Security - Safety & Trade Center**

B-Ring Road, Near Jaidah Flyover– Doha

Reporting to the Sales Manager of the Company for the following Responsibilities:

- Handling all the governmental processes needed for the company
- Creating long term relations with the company's clients
- Acquiring new customer to increase the company's sales and expand the business
- Assisting the technical team and coordination with clients for services
- Committing to the filling system and process
- Creating any needed venture for the support of the company
- Providing all the company's needed assessments

#### **Achievements**

Acquiring the following customers:

Samsung - ultra light Qatar - Al Sharq Company – Al mania – Al nusiri – Villaggio mall  
ISG- mkm- gcc – ucc printer – etc

## WORK EXPERIENCE

Syria

### Junior Marketing planner.

August, 2010 – November, 2011  1 yr 4 mos

#### **Sure Level Company, Marketing Department.**

Damascus, Syria.

Working with marketing team at Sure Level Company responsible for the following tasks:

- Studying the market and analyzing company position in the market among its competitors.
- Preparing a survey and meet our existing clients to get their feedback about the company products and services.
- Analyzing the data and deducing the important information.
- Preparing company position's quarterly report with our recommendation and share it with the top management.
- Developing the company position and building the brand image.
- Defining our target segments and opening new channels with new customers.
- Blueprinting customer service process.

## ADDITIONAL SKILLS

- Excellent communication and language skills in both English and Arabic.
- Good writing skills.
- Ability to work beyond the scope of the Job responsibilities.
- Great enthusiasm for working Motivation.
- Great ability to apply academic knowledge into real life situations.
- Ability to work hard for a long time. Great ability to learn and passion to know new things.
- Great ability for quick understanding.
- Great enthusiasm for self-developing.