



Ahmad Al Qalam

Entrepreneur & Business Development Professional

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Simulation for Dental Products Trading

Jan 2024 – Jun 2024

Sales representative and Product manager

- Identify and generate qualified leads and nurture client relationships for sales conversion.
- Schedule appointments and maintain accurate records.
- Training sessions on specialized dental products and machines for new employees and end users.
- Assist and oversee the use of the specialized dental machines.

Essenzy Ecommerce (Amman, Jordan)

Oct 2021 – Present

Founder & Commercial Manager

- Build and maintain relationships with industry partners such as ecommerce platforms, payment gateway providers, and marketing and production agencies to streamline the agency's operations.
- Create personalized marketing plans tailored to client objectives.
- Create and implement comprehensive business strategies including sales and marketing.
- Successfully doubled the agency's client base annually through networking and marketing efforts.

Station Gaming Center and Computer Rentals (Amman, Jordan)

Oct 2019 – Present

Founder & CEO

- Hire, train, and schedule staff for efficient operations.
- Financial management and planning, set pricing, monitor transactions, and manage expenses for profitability.
- Identify and contact businesses interested in computer rentals for long-term rentals and open a B2B sales channel.
- Conduct market analysis to understand customer needs and preferences.

Zain Telecommunications (Amman, Jordan)

Jan 2019 – Sep 2019

Telemarketing Specialist

- Initiate outbound calls to prospective clients, promote products and services to drive business growth.
- Craft compelling pitches tailored to client needs.
- Identify and generate qualified leads and nurture client relationships for sales conversion.
- Schedule appointments and maintain accurate records to support the sales team.
- Set appointments and arrange product demos.
- Contribute to team success by meeting and exceeding set targets.
- Achieve and surpass weekly call and lead generation quotas.

SKILLS

Business Development
Market Research and Analysis
Customer Relationship Management
Cross-Functional Collaboration

Brand Development and Marketing
Stakeholder management
Communication & Networking

SOFTWARE

Microsoft Office Suite
MS Projects

Meta Business Suite
Google Advertisement

EDUCATION

Bachelor of Arts in Marketing at Petra University, Jordan

2021

Courses: Social Media, Digital and Consumer Behavior University of Illinois Chicago, April 2020

LANGUAGES

Full written and spoken proficiency in English and Arabic.