

Ahmed Lehyani, Business Developer

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Date of birth	14-07-1989	Nationality	Tunisian
Place of birth	Sfax, Tunisia	Driving license	YES

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PROFILE Experienced Business Developer with a successful track record in Qatar and Saudi Arabia. Skilled in identifying growth opportunities, building strong client relationships, and driving business expansion in these markets. Proficient in market analysis, negotiation, and deal closure to achieve revenue goals. Committed to leveraging expertise for sustained growth and market presence in these regions.

EMPLOYMENT HISTORY

Sep 2021 — Present	BUSINESS DEVELOPMENT EXECUTIVE, ARCHITECTURAL AVENUE QATAR & KSA Qatar & Saudi Arabia <ul style="list-style-type: none">Identify potential markets and generate new sales leads for Qatar and Saudi Arabia.Contact potential clients via email or phone to establish rapport and arrange meetings, utilizing cold calling to expand the client base.Develop and maintain relationships with existing customers while fostering new client relations.Maintain professional relationships with clients to generate revenue, handling multiple client projects and requirements.Cultivate strong business relationships with key decision-makers to foster business opportunities.Proactively identify new opportunities and provide innovative solutions to customers, develop market strategies based on researched high potential prospects.Successfully identified and penetrated new markets, resulting in a substantial increase in sales leads and market expansion in Qatar and Saudi Arabia.Established and nurtured effective client relationships, resulting in increased revenue and a growing client base.Managed and delivered multiple client projects, ensuring high satisfaction rates and repeat business.Cultivated strong ties with key decision-makers, enabling access to new business opportunities and collaborations.Innovatively identified and implemented solutions, resulting in enhanced customer satisfaction and a more significant market presence in the targeted regions.
Sep 2019 — Aug 2021	SENIOR SALES EXECUTIVE, GULF INCON W.L.L Doha, Qatar <ul style="list-style-type: none">Maintain precise records of sales, both completed and potential, customer base, and evaluate sales employee performance.Analyze sales metrics to assess the effectiveness of current sales strategies.Implemented a streamlined system for maintaining sales records, leading to more accurate tracking of sales performance and customer base expansion.Provided effective mentorship to new or less experienced sales representatives, resulting in improved customer satisfaction and increased sales.Using sales metric analysis to identify areas for improvement, leading to the implementation of more effective sales strategies.Conducted in-depth competitor research, providing valuable insights into market trends, customer preferences, and areas for potential growth and development.
Jan 2017 — Jul 2019	SENIOR SALES CONSULTANT, ARABIAN TRADING AGENCIES CO. WLL. (WURTH GULF) Doha, Qatar <ul style="list-style-type: none">Enhanced sales presentations, leading to heightened client engagement and increased comprehension of product benefits.Cultivated a robust network of long-term client relationships, resulting in consistent repeat business and valuable referrals.Implemented effective strategies for needs assessment, resulting in heightened customer satisfaction and improved solution offerings.Optimized promotional methods, resulting in a broader and more enduring client base and improved business relationships.

Apr 2015 — Jan 2017

SENIOR SALES EXECUTIVE "MANPOWER SUPPLY",
NATIONAL WORKS TRADING AND CONTRACTING
COMPANY WLL.

- Establishing personal monthly targets and creating action plans to achieve them.
- Making sales calls, sending company profiles, agreements, and following up with prospective clients.
- Negotiating fees and closing deals.
- Identifying customer needs and directing information to the relevant departments for action.
- Comforting clients and leveraging opportunities to upsell additional services.
- Building sustainable relationships and engaging customers by going the extra mile.
- Conducting market research to identify selling possibilities and evaluate customer needs.
- Actively seeking out new sales opportunities through cold calling, networking, and utilizing social media.
- Setting up meetings with potential clients to understand their needs and concerns.
- Acquiring new clients while effectively managing existing customer relations.
- Negotiating and closing deals, as well as handling complaints or objections.
- Assisting the sales manager and operations team in achieving monthly revenue targets.
- Analyzed sales data and market trends to identify new growth opportunities.
- Developed and implemented an effective sales strategy, resulting increase in sales within the assigned sector.

Nov 2011 — Aug 2014

VAN SALES MANAGER, ALRAWSHA "KIRBY MACHINE"

Doha, Qatar

- Enhanced sales presentations, resulting in increased client engagement and understanding of product benefits.
- Established a strong network of long-term client relationships, leading to consistent repeat business and referrals.
- Implemented effective strategies for needs assessment, resulting in higher customer satisfaction and improved solution offerings.
- Utilized researched sales statistics to successfully identify and tap into new business opportunities in the target area.
- Optimized promotional methods, leading to a broader and more enduring client base and improved business relationships.
- A recognized expert in the company's product offerings, fostering confidence and trust among clients seeking product-related information.

Jul 2008 — Jul 2011

SHOWROOM COORDINATOR, ANSAR GROUP

Doha, Qatar

- Oversee the day-to-day operations of the showroom, ensuring its smooth and efficient functioning.
- Greet and assist customers, addressing their inquiries and providing product information.
- Maintain and manage inventory levels, ensuring adequate stock for display and sales.
- Coordinate and arrange product displays to enhance the showroom's visual appeal.
- Assist sales representatives in processing orders, managing transactions, and resolving customer concerns.

EDUCATION

International Marketing, International School of
Business Sfax

Sfax, Tunisia

SAFETY AND QUALITY CERTIFICATE, IT
SCHOOL SFAX

Sfax, Tunisia

SKILLS

Ability to Work in a Team	Sales	Business Proposals	Planning
Registration Evaluation	Teamwork	Marketing Strategies	Negotiation
Time Management	Leadership	Customer Service	Presentations
Communication Skills	Statistics	Social Media	Analytics
Business Development	Research	Cold Calling	Google Analytics
Social Media Marketing	Operations	Market Research	
Adobe Creative Suite	Coordinating	Pricing Strategies	

LANGUAGES

Arabic
English
French