



CHIKH ADAM

Account Manager

CONTACT



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Doha, Qatar

EDUCATION

2020

BACHELOR OF
EXPERIMENTAL SCIENCES

Makhlouf Al-Hasnawi High
School

2020-2023

THIRD YEAR IN PRIVATE LAW

TASSOUST UNIVERSITY

SKILLS

- Excellent communications skills
- Time management
- Working with the team
- Customer Service
- CRM Software
- Product knowledge
- Creativity
- Negotiation
- Sales Expertise

LANGUAGES

- Arabic (Native)
- English (Fluent)
- French (Intermediate)
- Spanish (Basic)
- Chinese (Basic)

PROFILE

Results-driven and detail-oriented Account Manager with over five years of experience in managing client portfolios and delivering tailored solutions to drive business growth. Skilled in building and maintaining strong client relationships, ensuring high levels of satisfaction, and exceeding performance targets. Fluent in Arabic and English, with a proven track record in effectively managing accounts, negotiating contracts, and providing strategic recommendations to support client success.

WORK EXPERIENCE

WWICS, QATAR (Worldwide Immigration Consultancy Services) 2024- Present
Territory Manager

- Conduct regular territory reviews to assess performance and identify areas for improvement.
- Develop and implement strategies to increase market share and drive sales growth.
- Build and maintain relationships with key clients and prospects.

Emaar Properties, Dubai 2023 - 2024
Account Manager

- Conduct regular client meetings to ensure satisfaction and address any concerns.
- Identify opportunities for upselling and cross-selling within existing accounts.
- Manage client relationships to foster loyalty and long-term partnerships.

Tasheel Legal Consultancy LLC, Dubai 2019 - 2023
Account Manager

- Negotiate contract renewals and service terms with clients.
- Prepare reports on account status, client feedback, and opportunities for growth. legal proceedings for senior management.

Account Manager SKILLS

- Proven ability to build strong client relationships. Skilled in
- negotiating contracts and managing client expectations.
- Strong communication and problem-solving skills to address client needs effectively.