



AHMED SAMI TAMBAL

Business Development Manager

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Career Objectives

Aiming to utilize my experience and skills in a developing organization.

1 May 2019 – 31 December 2019

Business Development Manager

Dubai, UEA

Eagle Paint Factory L.L.C CO.

Coordinate and develop the company's investment activities, propose opportunities for investment, develop future plans for deployment, and oversee the management of the franchise.

DUTIES

- Develop business by finding new customers. Arrange a meeting with clients, found a solution if there is a problem with the clients
- Working closely with other teams to maximize sales for the company.
- Ensuring relation with clients. Supplier and staff.
- Ensuring best price are achieved in contract negotiation.
- Caring about international sales to open new market for company.

April 2018 – April 2019

Assistant Project Manager

The Hague, The Netherlands

A. A. PROJECTMANAGEMENT CO.

Provide support and support in the management and implementation of projects in all stages, and coordination and follow-up of the plans and elements of projects, and all the procedures of preparation, implementation, and documentation.

DUTIES

- Planning
- project billings and quotations
- Acquisition

April 2012 – March 2018

Sales Supervisor - Sport Vehicles

Saudi Arabia, Jeddah main branch

Al Jazirah Vehicles Agencies CO.

Handling the sport and modified Vehicles in Jeddah main branch and all the western region branches.

Duties

- Accomplishing a personal annual sales turnover of SAR45 million.
- Formulation and execution of customer requests.
- Building a high-performance sales team.
- Leading team from 5 to 15 people and ensuring a high turnover.
- Advising other branches.
- Preparation of financial reports.
- VIP sales, from delivery to service.
- Work with Collection and Accounts department.
- Overall responsibility of the Sales department.

Jan 2011 – March 2012

Drilling Project as HSE Officer

Sudan Heglig, Rig No. 5

Asawer Oil & Gas CO.

Creating a safe and risk-averse program in a team of HSE Officers

Duties

- Conducting site inspections to ensure ongoing adherence to all applicable standards and regulations.
- Implementing new standards and guidelines issued by company managers and HSE Engineers.
- Preparing reports, proposals and other documents required by engineers and managers.
- Instructing in protocols.
- Evaluating on the work spot on conflicting activities.
- Daily supervision of safe execution of work.
- Participating in progress meetings with HSE Engineers.

Courses Certificates and Training

Certifications:

- certificates from Ford Middle East.
- certificates from Al Jazirah Ford CO.
- Training, Sales Consultant core professional Curriculum from Ford middle east.

Training in Petroleum Engineer:

- China National Logging Corp, Operation & Geosciences Training (CNLC Khartoum). (Nov 2010).
- Blue Nile Processing Company (BPC), Training in Processing (Khartoum, Jun 2011).
- International Center for Training & Development (ICTD), Well Site Geology (Dubai, Dec 2014).

Strengths:

- Able to handle multitasks.
- Ability to work with different ethics, ages and gender.
- Ability to work as a leader, in groups and individually.
- Able to work under pressure.
- Able to work at different locations.
- Able to create new ideas and good relation with others.

Skills

- Fast learner – Creative – Ambitious – Organizer.
- Working under pressure and effective multitasking skills.
- Team worker and Leadership.
- Good communication skills.

Education

University Omdurman Islamic University.

College: Faculty of Science & Technology, Geology Department.

University Degree: Bachelor.

Graduation year: 2010.

Personal Information

Nationality Sudanese

Date of Birth 21, March 1988

Sex Male

Marital Status Single

Language

Arabic: (Mother Tongue)

English: Fluent.