**Samia Belabbas**



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**EDUCATION**

2015

Sonatrach Hydra

**Project and Risk Management Training**

2015

International Institute of Management ESG Paris

**Master of Marketing and Management**

2013

International Institute of Management ESG Paris

**Bachelor of Business Administration**

2013

University of Algiers

**Bachelor of English Literature**

***Regional Sales Manager / Business Development***

**Personal Summary**

As a proactive, highly analytical and experienced **Marketing Professional with** more than **8 years’ experience** in different Industries, I love the challenges of working within a dynamic and fast paced environment that allows me to use my skills and expertise to contribute immensely to the growth of the organisation.

**WORK HISTORY**

*11/2017 - Present*

***Al Kauther Group UAE/ USA/India***

***Regional Sale sManager / Business Development***

 Alongside managing a team of marketing professionals, I am charged with the responsibility of leading the team in the planning and execution of high-level marketing campaigns and sales.

I am involved in creating Google Ads, and other PPC campaigns, B2B marketing campaigns, content writing, brand awareness and control surveys to assess customer requirements and dedication. I also wrote and translated into different languages, copy for diverse marketing distributions (brochures, press releases, website materials amongst others. Accomplishes regional sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.

Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards; resolving problems; completing audits; identifying trends; determining regional sales system improvements; implementing change.

Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.

Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.

Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.

*02/2017 - 10/2017*

***Damac Properties Dubai-UAE***

***Relationship Manager***

Initiate and develop a CRM system
• Implement the CRM system for sales processing,Record names, addresses, purchases and reactions of prospects contacted into the CRM system, Obtain customer testimonials
• Follow-up on existing customer. to offers made, agreements/contracts preparation, documentation, payment schedule,Follow-up on submittals, Drive post sales activity; Liaise with project team for design approvals, Liaise with accounts on payments/outstandings

*04/2013 - 01/2017*

***Sheraton - Club des Pins Algiers-Algeria***

***Business Development and Sales Executive***

I was responsible for generating new business, new product development and brand strategies.

I was also involved in supporting the development of marketing and communications strategy.

I was responsible for contacting potential clients, over the telephone and in a face to face environment (presentations and lunches), to describe potential solutions and opportunities with my company in patronising our products and services.

Supported client retention through maintaining relationships with existing clients to discuss renewals of agreements and purchases.

I have developed and maintained an in-depth understanding and knowledge of the marketplace and products; so that I can identify opportunities for new product development and new revenue streams.

I have always attended industry networking events and conferences to build awareness of my company and meet potential and existing clients.

I have also done high level and accurate record keeping of sales, contacts and contract

**SKILLS**

* Fluent in Arabic, English, French and Spanish
* Time management
* Strong verbal communication
* Project management
* Time management
* Microsoft office
* Self-motivated
* Team leadership
* Powerful negotiator
* Scheduling

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