

SAADALLAH AL KOURY

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Date of Birth: 04-Apr-1983

Country: Qatar, KSA, Lebanon

Career Objective

Highly motivated Sales and Marketing Manager with over 10 years of experience, seeking a challenging position as a Sales Manager or Key Accounts Manager. I aim to leverage my expertise in business development, operations, and client relationship management to drive growth, foster collaboration, and deliver exceptional results for the organization.

Key Skills and Qualifications

- Proven success in increasing sales by 30% in a single year.
- 9+ years of experience in Sales and Marketing, with a focus on business development and client retention.
- Skilled in managing key accounts and expanding a directory of contacts and companies by 60%.
- Strong expertise in Human Resources and Operations Management (5+ years).
- Proficient in developing and executing marketing strategies to achieve business objectives.
- Adept at analytical thinking, problem-solving, and social influence.
- Trilingual: Fluent in English, French, and Arabic.
- Microsoft Office Specialist (Excel, Word, PowerPoint).

Professional Experience

**Sales and Marketing Manager /
Business Development Manager**
*Moonlight Architectural Solutions,
Qatar & KSA Aug 2018 – Present*

- Directed and coordinated all sales activities to achieve revenue targets.
- Built and nurtured relationships with consultants, contractors, and clients to secure new business opportunities.
- Implemented innovative marketing strategies to enhance brand visibility and market penetration.
- Analyzed project inquiries and collaborated with the development team to deliver customized proposals.
- Consistently exceeded sales targets and contributed to overall company growth.

Administration and HR Manager *MAS Group,*

Lebanon Feb 2013 – Jun 2018

- Developed and analyzed the company salary budget, ensuring cost-effectiveness.
- Supervised day-to-day operations and optimized administrative systems and procedures.
- Hired, trained, and evaluated employee performance, fostering a culture of excellence
- Played a key role in streamlining HR processes to improve employee satisfaction and productivity.

Office Personnel, HR and Administration Manager *ITB Nigeria Limited, Nigeria Oct*

2011 – Dec 2013

- Coordinated recruitment, training, and performance appraisal processes for all personnel.
- Oversaw budget management, immigration, insurance, and legal procedures.
- Prepared payrolls, monitored expenses, and ensured resource allocation aligned with business needs.

Operations Manager *Tanit Medical Engineering, Nigeria Nov 2009 – Sep 2011*

- Managed daily operations, ensuring seamless communication with the operations team to address customer issues.
- Conducted inventory analysis and tracked vendor pricing to optimize costs.
- Maintained a safe and efficient work environment in compliance with organizational standards.

Sales Executive *Qmedic, Promedic Group, Qatar & Bahrain Jan 2007 – Sep 2009*

- Established and nurtured relationships with new prospects, resulting in increased sales.
- Identified and pursued new business opportunities to expand market share.
- Improved the product line by providing market feedback to the development team.
- Delivered exceptional service to maintain long-term client relationships.

Education

Balamand University, Lebanon Bachelor of Science in Biology, Class of 2006

Achievements

- Increased annual sales revenue by 30% through strategic account management.
- Expanded the company's directory of contacts by 60%, enabling new business opportunities.
- Successfully optimized HR and administrative systems, enhancing employee engagement and productivity.

Additional Information

- Nationality: Lebanese
- Languages: English, French, Arabic (Fluent)
- Proficient in Microsoft Office Suite (Excel, Word, PowerPoint)
- Availability: Open to relocation within the GCC region