

Dear Sir / Madam,

It is with great interest that I am forwarding my profile for your kind consideration. I am a passionate, energetic, business-focused and result-oriented individual aim to join your esteemed organization and making a personal difference and adding value to your operations.

I have received my bachelor's degree of Management Information System, from King Abdul- Aziz University. Furthermore, I have been engaged in several business development and marketing jobs which exposed me to diverse work experience and ability to influence people.

My profile is enclosed to provide you with details of my skills& accomplishments, but I am certain that a personal interview would more fully reveal my desire and ability to contribute to your organization.

Thank you for your time and consideration.

Sincerely

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Jeddah – Saudi Arabia

Objectives To gain a dynamic and challenging role in a well-reputed organization that will offer the opportunity for further development of my abilities, skills and knowledge with rewarding and long-term career growth possibilities.

☐ **Educational Qualification**

2009-2014 Bachelor's degree of Management Information System, from King Abdul-Aziz University

Relevant courses:

- Business, Finance & Accounting: Financial Accounting, Business planning, Principles of (Marketing, Micro and Macroeconomics), Managerial Accounting
- IT: Management Information systems, Database Management, Computer programming, Software Engineering Fundamentals
- Research Project: The Development of Medical Clinic's System
- Short Courses: Projects management course at King Abdullah Economic City

☐ **Interpersonal Skills**

- Presentation: ability to produce reports and presentations to a professional standard and understand my targeted audience.
- Analysis & Evaluation: proficient in accessing data and formulating solutions
- Organizational: effective at time management and prioritizing tasks to achieve deadlines
- Interpersonal/Communication: strong team working, leadership and communication skills
- Steep learning curve and ability to adapt to changes in working environments
- Marketer by nature

□ **Work Experiences**

From 2017- Present

Title: Marketing executive.

Institution: **World of Restaurant Company (WRC).**

Marketing Executive KSA of Outback Steak House, Aussie Grill & Oakberry .

Responsibilities:

- Covering Western, Central & Eastern regions in the Kingdom.
- Data Collection of the market and the competitions.
- Yearly planning for the Marketing and monthly planning for the Social Media.
- Creating the ideas and the content for online and offline design.
- Responsible of printing items such as (Menus, Rollups, Stickers, Banners and Flyers....., etc.)
- Organizing, managing and training for every campaign.
- Social Media management.
- Managing Delivery Apps in terms of contracting, Menus, Prices, ...etc.).
- Signing corporate deals.
- Follow up the customer concerns and satisfactions.
- Events management (Idea of Booth design, Promoters, Printing items etc.)
- Commercial Photo shooting.
- Manus Translators.
- Marketing opening campaign planning and executive.
- Opening contributor (support the operation team).
- Opening Team Leader of Oakberry.

From 2015- 2016

Title: Marketing executive

Institution: Al-Sorayai Group

Responsibilities:

- contribute to and develop integrated marketing campaigns. Tasks can involve:
- liaising and networking with a range of stakeholders including customers, colleagues, suppliers and partner organizations
- sourcing advertising opportunities and placing adverts in the press or on the radio.
- managing the production of marketing materials, including leaflets, posters, flyers, newsletters.
- Writing and proofreading copy.
- liaising with designers and printers.
- organizing photo shoots.
- arranging the effective distribution of marketing materials.
- organizing and attending events such as conferences, seminars, receptions and exhibitions.
- contributing and developing marketing plans and strategies.

- Key skills for marketing executive:
 - Good teamwork skills.
 - Communication skills.
 - Adaptability.
 - Good organization and planning skills.
 - Creativity.
 - Commercial awareness.

From 2014- 2015

Title: International Marketing and Relations Representative in KSA

Institution: Babi-ALI(Real Estate brokerage Firm, in Istanbul - Turkey)

- Identified new business opportunities, generated new ideas and directions, developed relationships with business partners and identified potential business clients
- Created and implemented a development strategy to target new growth opportunities for the organization
- Identified and assessed the financial viability of new business – customers, programs and products; developed and coordinated implementation of those that meet stated company objectives
- Developed annual marketing plans in support of organizational objectives and the corresponding strategies, tactics and resources necessary to achieve these goals
- Drove revenue growth by building, maintaining, and developing partnerships and relationships

From 2006 – 2014

Title: Salesman & Customer Care Assistant

Organization: Al Mahamal for Haj and Umrah

From July 2008

Title: Database Administrator

Organization: Anda for Real Estate

Internship 2013

Title: Database Administrator

Organization: Kudu

Responsibilities and gained skills:

- Gained great knowledge on working environments
- Discovered the means of tempting a local customer
- Learned how to deal with different society classes, and characters
- Maintain customer's satisfaction
- Gained excellent presentation and persuasion set of skills
- Develop and maintain IT related matters properly

□ **Languages** 1) Arabic: Native ; 2) English: Average 3) Turkish : Moderate

□ **IT Skills:** Excellent working knowledge of Windows XP/Vista/07/08, highly proficient at Excel, Word & PowerPoint

□ **Personal Particulars**

Birth date : Jan.1st.1993

Nationality : Palestinian

Visa Status : Transferable

Marital status: Single