

RASHED AHMAD SAEEDI

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Nationality: Saudi. Residence / Riyadh. Marital Status: Single. Birth Date : 1991

Efficient and effective person and a diversified business line experience (mostly in Sales) almost 10 years at market leaders. I am a highly motivated and an ambitious individual who is able to give timely and accurate advice, guidance. I have a proven ability to hit targets, improve best practices and organize time efficiently.

❖ EXPERIENCE

AUG 2022

Tap Payments

SENIOR BUSINESS DEVELOPMENT MANAGER.

- COMMUNICATION WITH IN-BOND AND OUT-BOND CLIENTS, FOCUSING ON ENTERPRISE E-COMMERCE AND APPLICATIONS OF MAJOR COMPANIES
- INCREASING THE COMPANY'S REVENUE AND KEEPING GROWTH : BY TARGETING MULTIPLE REGIONS ACROSS KINGDOM, AND APPLYING THE SMART FOLLOW-UP SYSTEM.
- DISTRIBUTING SALES OPPORTUNITIES ACCORDING TO THE CAPABILITIES OF EACH EMPLOYEE, WHILE SUPPORTING HIM WITH WHAT HE NEEDS.
- INVOLVED IN ALL ASPECTS OF BUILDING OUT A REVENUE FOCUSED SALES FORCE INCLUDING INFRASTRUCTURE SUPPORT, TRAINING, AND INCENTIVE PLANS.
- INTERVIEWS, HIRING AND BUILDING THE TEAM.

OCT 2021 – JUL 2022

FLEXX PAY

SALES MANAGER.

- BUILDING A SALES TEAM AND THEN STARTING TRAINING THEM ON THE COMPANY SYSTEMS, PRODUCT AND SALES METHODS.
- PRESENTING AN ONLINE DEMO FOR CUSTOMERS IN REMOTE AREAS.
- COORDINATION AND PREPARATION OF TRIPARTITE MEETINGS, BETWEEN FLEXXPAY, THE BANK (THE FINANCING PARTNER) AND POTENTIAL KEY ACCOUNTS, OFTEN ENDING WITH A SPECIAL BUSINESS MODEL THAT SATISFIES EVERYONE.
- PURSUING LEADS AND MOVING THEM THROUGH THE SALES CYCLE.

OCT 2020 – SEP 2021

Tawuniya

SALES EXECUTIVE. (Sales Department)

- FOCUSING ON MAKKAH CITY AND SOUTH REGION.
- QUALITY OF SERVICES IS THE MAIN SELLING TOOL.

MAY 2016 – APR 2020

The Mediterranean & Gulf Cooperative Insurance & Reinsurance Co. (MEDGULF)

ACCOUNTS MANAGER. (Sales Department)

- Conduct Market Research and Competitor and Customer Analysis.
- Targeting the Major Accounts for Both Medical and General Insurance.

- Following Up with Customers to Close the Deal, Maintain the Relationship Throughout the Contract Period, and Renew the Contract for The Future.
- Ensure Premium Collection in Accordance to The Company Control Policy.
- Manage to Retain Existing Customers and Identifying New Opportunities.

NOV 2013 – APR 2016

Bupa Arabia

SENIOR OFFICER - FIELD SALES. (Sales Department)

- Achieved the company's goals which include monthly and yearly sales target.
- Generate new opportunities by visit, calls, and referral business.
- Expand customer base and build and maintain key customers.
- Goal setting and forecasting.

DEC 2012 – SEP 2013

Mohamed Yousuf Naghi & Brothers Group

SECURITY GUARD

❖ EDUCATION

2013

INSTITUTE OF PUBLIC ADMINISTRATION
DIPLOMA IN SALES MAJOR

2018

the institute of finance

INSURANCE FOUNDATION CERTIFICATE (IFCE).

❖ TRAINING PROGRAMS

- Anti-money laundering course.
- Communication and influencing skills.
- Professional selling skills.
- Professional sales negotiations.
- Stress and time management
- Unified policy & motor claims.
- Motor insurance & liability insurance.

❖ COMPETENCIES

- Proficiency in MS office applications.
- Developing and managing high performing multidisciplinary teams, leading by example, actively mentoring others and contributing to raising team spirit.
- High communication, conflict solving and listening skills.
- Identify customer's requirements correctly, exceed customer expectations and act proactively for ensuring customer satisfaction and loyalty.
- High selling skills.