



Ahmed Rabea



(973) 36400007



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Personal Data

Ahmed is a Bahraini citizen, he was born on 2nd May 1979. He is married and has two children. On his spare time, he enjoys photography, cooking and coaching football.

CPR Number 790507986

Passport Number 2585611

Competencies

- Fluent in English
- Fluent in Arabic
- Sincerity
- Confidence
- Advanced in MS Excel

Contacts

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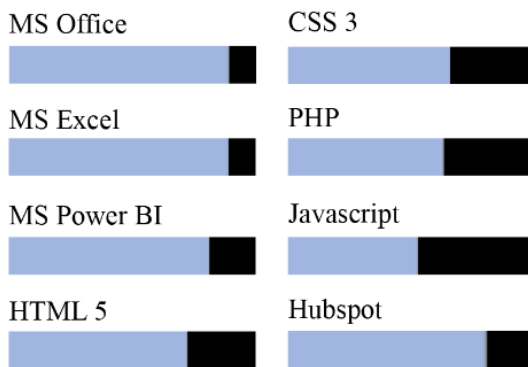
www.ahmedrabea.com

Brief Biography

Ahmed Rabea is a skilled professional with nearly two decade of sales experience in various industries. He started his career at Zain and successfully climbed the ranks to hold various positions including Business Support Manager and SME Sales Regional Manager. After managing sales operations in Delmon Optics and serving as a country manager for alternative channels at Sale Advanced Company, Ahmed transitioned to hospitality industry with a diploma in hotel management. However, his career path led him back to the telecom industry as a key account manager at Kalaam Telecom. Later, he worked as a business development manager in ID Works in the real estate and interior design industry.

During the pandemic, Ahmed acquired his MCSA Web Application certificate and started freelancing to build websites and provide management consultancy. He also worked for SNIC Insurance for six months before transitioning back to training and consultancy freelancing. With expertise in selling skills, leadership, and communication, Ahmed is a valuable asset to any team.

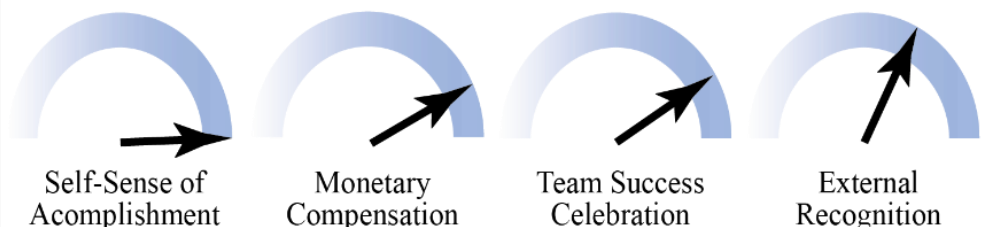
Computer Skills



Professional Skills



Motivational Drivers



Professional Experience

SNIC Insurance, Manama, Bahrain	
	From July 2021 to January 2022
Senior Officer – Stakeholders Affairs and PR	
<ul style="list-style-type: none"> • New field with extensive technical knowledge. • Dynamic business that requires agility and vitality. • Vast range of network that require rapid and constant maintenance. 	<ul style="list-style-type: none"> ✓ Captured the required knowledge in a very short time. ✓ Maintained strong relationships with all assigned brokers. ✓ Ensured constant follow up with brokers to acquire targeted accounts. ✓ Successfully assisted all assigned brokers toward achieving their targets. ✓ Brought up new ideas to improve the productivity and increase revenue.

idworks, Manama, Bahrain	
	From May 2017 to November 2019
Business Development Manager	
<ul style="list-style-type: none"> • New field and different circle of network • Longer sales cycle 	<ul style="list-style-type: none"> ✓ Acquired new business leads and transform them to sales. ✓ Achieved %80 of sales target ✓ Increased revenue through new and innovative approaches.

Kalaam Telecom, Manama, Bahrain	
	From October 2016 to May 2017
Corporate Account Manager	
<ul style="list-style-type: none"> • Over saturated market with 3 giant competitors. • New accounts were rare, and the only opportunities were through conversion. 	<ul style="list-style-type: none"> ✓ Generated a large list of new leads in a short time from personal existing network. ✓ Self-development in speeding up the lead contact approach through setting up a daily routine. ✓ Increased revenue from existing account through nurturing, upselling and cross selling.

Bahrain Airport Services (BAS), Muharraq, Bahrain	
	From September 2015 to August 2016
Diploma Student Intern	
<ul style="list-style-type: none"> • Cross department hands on training with limited time in each area. • Endless knowledge and information to learn from. 	<ul style="list-style-type: none"> ✓ Documenting day to day operational information. ✓ Focusing on key areas and learning new techniques.

SALE Advanced Co. (STC Dealer), Khobar, Saudi Arabia	
	March 2012 to August 2013
Sales Channel Manager	
<ul style="list-style-type: none"> • Setting up new department including 3rd party dealer's contract, commission scheme, internal processes. • Covering vast geographical area and, establishing new contacts in remote areas. 	<ul style="list-style-type: none"> ✓ Setting up all departmental requirements in a short time. ✓ Networking and establishing contacts internally and externally. ✓ Multitasking and contributing to other departments success.

Delmon Optics, Manama, Bahrain	
	From June 2011 to October 2014 (Intermittent)
Sales Manager	
<ul style="list-style-type: none"> • Difficult internal change process due to the nature of the organization. • Presenting new approaches and techniques to improve sales, meanwhile maintaining the buy-in from existing employees. • Multiple opportunities for improvements in different areas that required immediate response. • Managing sales team of 20 employees distributed on 8 outlets across Bahrain. 	<ul style="list-style-type: none"> ✓ Improved pricing strategy ✓ Introduced an individual performance based commission. ✓ Increased monthly sales revenue by 56%. ✓ Successfully interviewed and recruited 12 new employees. ✓ Opened 3 new branches. ✓ Participated in redesigning and revamping the shops theme and look.

Zain Saudi Arabia, Dammam, Saudi Arabia	
	From September 2009 to June 2011
Eastern Regional Manager – SME & SOHO	
<ul style="list-style-type: none"> • Aggressive sales target for a newly established department. • Undefined boundaries between corporate sales and other regions. • Managing a sales team of 30 employees through 5 partners to cover a vast geographical area (Eastern region) 	<ul style="list-style-type: none"> ✓ Managed the recruitment of 16 sales executives through 5 different partners in 2 weeks. ✓ Defined the criteria and boundary line of SME and SOHO customer and Corporate customer through extensive internal meetings. ✓ Defined the geographical territory of the eastern region and rules of overreaching to other regions, and gained acceptance from other regions leaders. ✓ Achieved 92 % of 2010 sales target. ✓ Achieved 150% of Q1 2011 sales target.



Zain Saudi Arabia, Riyadh, Saudi Arabia	
	From May 2008 to September 2009
Senior Sales Coordinator	
<ul style="list-style-type: none"> • No set roles and responsibilities during the startup phase of the organization. • Participation in all functional areas in the sales department. 	<ul style="list-style-type: none"> ✓ Participated and documented the call center staff recruitment project, included recruiting of 2000 employees from 3 different regions. ✓ Participated in Business Simulation project prior to launch. ✓ Participated in business processes writing project.
Zain Bahrain, Manama, Bahrain	
	From August 2007 to May 2008
Business Support Manager	
<ul style="list-style-type: none"> • Leading 2 staff to support business customers, including inbound calls. • Leading 4 key account managers to manage and nurture the business and VIP accounts. 	<ul style="list-style-type: none"> ✓ Achieving the SLA and objectives. ✓ Provide exceptional customer service to business and VIP customers.
Zain Bahrain, Manama, Bahrain	
	From June 2004 to August 2007
Customer Service Team Leader	
<ul style="list-style-type: none"> • Leading 2 staff to support business customers, including inbound calls. • Leading the business simulation team, and present weekly reports to the excom. • Managing key accounts for business and VIP customers. 	<ul style="list-style-type: none"> ✓ Achieving the SLA and objectives. ✓ Creating a standard template and processes for the business simulation that helped with smooth handover.
Zain Bahrain, Manama, Bahrain	
	From July 2003 to June 2004
Customer Service Representative	
<ul style="list-style-type: none"> • Attending to inbound calls. 	<ul style="list-style-type: none"> • Participated in Business Simulation project prior to launch. • Participated in business processes writing project.

Freelance Experience

Training

- **Awal Plastic** ✓ Stress Management
- **Ahmed Mansour Alali (AMA)** ✓ Team Building
✓ Business Etiquettes
✓ Presentation Skills
- **GAMA Consortium** ✓ Team Building
- **Sayed Mahdi Real Estate Agency** ✓ Sales Development

Website Development and Management

- **Smoke One Smart** ✓ smokeonesmart.com
- **Miami Flavors** ✓ miamiflavors.net
- **emumken** ✓ emumken.com

Sales and Management Consultancy

- **Smoke One Smart**
- **PlanB Food Truck**
- **Cloudy Vape**
- **Vapors Hub**
- **Naeem Alwareth Restaurant**
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Education

BIBF, Bahrain

Insurance Principles and Practice

Online extensive program in October 2021

Key Subjects: Basics of insurance, Types of insurance stakeholders, Insurance principles, Types of insurance.

Microsoft, Online

MCSA: Web Applications

Certificate program from October 2020 to January 2021

Key Subjects: Programming in HTML5 with JavaScript and CSS3, Developing ASP.NET MVC Web Applications

Hotel and Tourism Management Institute, Switzerland

Diploma in International Hotel & Tourism Management

Certificate program from October 2014 to September 2016

Key Subjects: Culinary, Tourism Studies, Food & Beverage Cost Control, Food & Beverage Management, Hospitality Finance, Marketing for Hospitality, Hotel & Hospitality English, Contemporary Issues in Hotel Management, Resort Management, Front Office.

University of Bahrain, Sekhier, Bahrain

BSc. In Business Information System (Incomplete)

Bachelors program from June 2000 to January 2003 (Incomplete)

Diploma program from September 1997 to June 2000

Key Subjects: Programming, Database, Knowledge Management, System Analysis, Accounting, Cost Accounting, Management, Strategic Management, Organizational Behaviour, Economics, Production Management, Marketing, International Marketing, and Human Resource Management.

* Finished all subjects successfully, but the final graduation project was not submitted