

PERSONAL INFORMATION

Mohammed Albhaisi

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📅 Date of birth 12/09/1984

POSITION

Sales Professional

WORK EXPERIENCE

12/06/2017–Present

Sales Accounts Manager

Honeywell, Bucharest (Romania)

- Acting as a key point of contact for many customers of Matrikon OPC to ensure their needs are handled in many regards.
- Contacting customers, understanding their needs, and working with MatrikonOPC staff to formulate solutions or products that meet their needs
- Follow up on incoming sales leads for Matrikon OPC
- Creating a relationship with a network of system integrators, managing their performance, and encouraging their sales growth
- Ensuring consistent quarterly sales are achieved
- Ensuring orders received are correct and can be entered by back-office
- Develop and manage new pipeline generation
- Drive recruitment campaigns within the assigned territory.

10/2015–06/2017

ISV/OEM Accounts Manager - Channels

Oracle, Bucharest (Romania)

- Prospect, manage and close Tech and Cloud sales opportunities through accurate forecasting, account resource allocation, account strategy, and planning.
- Increase pipeline through demand generation and targeted Technology awareness campaigns from Oracle ISV install base accounts and prospects
- Focus on developing Top Non-Field Managed ISVs
- Royalty Trend Analysis, Forecasting, Revenue Collection and Booking
- Up-sell & cross sell of Oracle Technology in ISV install base/ Design Wins
- Develop and nurture non-active accounts
- Contract Renewals and Execution (ISV Master Agreements, ESL, ASFU and FUDA and related addendums)
- Tracking and reporting of all activities performed and contribution of Net-New Revenue
- Provide accurate and timely management information and revenue forecasts
- Develop/Propose future business plans and needs to develop services, capacity and deliverables as needed
- Keep up to date with all developments related to Oracle strategy for ISVs and also new product releases
- Develop and maintain competitive knowledge on industries and products to leverage in the sales cycle

- Executive level discussions from VP to CXO and solution selling
- Work collaboratively with Outbound, Inside and Field reps on sales strategy

07/2014–09/2015 **Education Account Manager**

Oracle, Bucharest (Romania)

- Experience of selling complex product or services solutions over the telephone to the IT sector.
- Understanding of the IT services market and future trends.
- Successful track record of closing new business integrity. Desire to achieve results
- Managing all MASS market of AE, KW, BH, QA and IQ (UAE, Kuwait, Bahrain, Qatar and Iraq).

12/2011–05/2014 **General manager**

Dubai Cafe and Pub, Bucharest (Romania)

- Managing all the companies' activities from A to Z.
- Following and verifying all incomes and outcomes of the business.
- Responsible of recruiting employees.
- Responsible of communications and public relations with other third parties and sponsors.
- Develop and networking with potential clients and distributes.
- Establishing and managing pre-openings and special events.
- Getting evolved in marketing campaigns.
- Enhanced sales by 25% successfully.

08/2008–09/2011 **Sales Executive**

Nissan Motors, Abu Dhabi (United Arab Emirates)

- Represent Al Masood Automobiles and advise its guests / customers in a professional manner of the company's products and to exercise the necessary skills to sell the product.
- Develop and network with potential clients, develop innovative approaches to create awareness and increase visibility of Nissan brands in the market.
- Track the leads generated by system thru the daily sales activities and ensure that the customers are pursued as required to close the deal.
- Provide good knowledge and practice of all sales processes and identify opportunities to improve the same and plan appropriate initiatives to implement the improvements in coordination with the Showroom Manager / Branch Manager.
- Participate in planning for showroom specific event/promotional activity/campaign planned for the year in coordination with marketing department and Head of Sales
- Take part in implementing the timely sales promotion campaign, new vehicle launching, liquidation campaign, special offer campaign etc.,

10/2005–11/2006 **Sales Executive**

Batimat Tradings, Dubai (United Arab Emirates)

- Had thorough knowledge of basic construction practices.
- Concerned with making sales, but also spend time researching in order to find more customers, a highly competitive position that often require work outside of regular business hours.
- Oversee multiple projects at once and must adhere to schedules, budgets, and ensure customer satisfaction at all times.

EDUCATION AND TRAINING

2003–2008 **Bachelor's Degree Field Of Study Information System Technology**

Abu Dhabi University, Abu Dhabi (United Arab Emirates)

- apply knowledge of computing and mathematics appropriate to the discipline.
- analyze a problem, and identify and define the computing requirements appropriate to its solution.
- design, implement, and evaluate a computer-based system, process, component, or program to meet desired needs.
- function effectively on teams to accomplish a common goal.
- demonstrate an understanding of professional, ethical, legal, security and social issues and responsibilities.
- communicate effectively with a range of audiences.
- analyze the local and global impact of computing on individuals, organizations, and society.
- recognize of the need for and an ability to engage in continuing professional development.
- use current techniques, skills, and tools necessary for computing practice.
- use and apply current technical concepts and practices in the core information technologies.

06/2018 **Certified Blockchain Expert**

Blockchain Council
<https://www.blockchain-council.org>

The **Certified Blockchain Expert** is a skilled professional who understands and knows in-depth what is Blockchain and how Blockchain works and also uses the same knowledge to build Blockchain-based applications for enterprises and businesses. CBE credential certifies the individuals in Blockchain discipline of Distributed Ledger Technology from a vendor-neutral perspective.

Certified Blockchain Expert is an exhaustive training and exam based program aims to provide proof-of-knowledge of the certificate holder in Blockchain space. The Blockchain is evolving very fast & enabling businesses to build compelling solutions at a lesser cost. Enterprises are struggling to identify the right talent to deploy in-house Blockchain-based projects.

PERSONAL SKILLS

Mother tongue(s) Arabic

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C1	C2	C1	C2
Romanian	C2	C1	C1	B2	C2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
 Common European Framework of Reference for Languages

Communication skills

- Excellent communication skills through my sales experiences.
- Successful communication skills in B2B and B2C forms.
- Team work spirit.

Organisational / managerial skills

- Leadership at Dubai cafe & Pub.
- Leadership as a Top achiever all-time at Oracle, on both (Oracle University and ISV Team).

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user		Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

- Front-End Development => HTML, CSS and Javascript
- Back-End Development => PHP, Laravel Framework and MySQL.
- Web-Hosting Skills.
- Social Media Marketing Skills.