Recruitment, Sales, Marketing

AbdulRahman M. Joud

CV Reference # CV1132663

CONTACT INFORMATION

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CAREER OBJECTIVE

To have a secured and stable position in a well–organized company which has clear vision and mission to achieve goals sought. Moreover, it retains its employees, rewards them for their achievements, and offers them competitive opportunities to grow and excel their work experience.

PERSONAL INFORMATION

Nationality:	Syria
Resident of:	Eastern Province, Saudi Arabia
Birthdate:	28 Nov, 1979
Gender:	Male
Marital Status:	Single

PROFESSIONAL EXPERIENCE

April 2005 – Present: **Recruitment Consultant**
Confidential
Khobar, Saudi Arabia

Main Responsibilities:

– To close at least 8 vacancies per month
– To interview at least 10 to 15 relevant candidates per vacancy. Vacancies are range from entry to mid–career level
– To short–list per the customer's vacancy requirements
– To communicate effectively between clients and team leaders

Additional Responsibilities:

– To coordinate with other Interviewers, Team Leaders and Recruitment Specialists
– To assist the team in achieving the quotas
– To build and maintain long–term relationships with the company clients
– To resolve obstacles in an appropriate action

Key Achievements:

– Best Recruitment Consultant for 2005
– High number of senior vacancies placed with regional and international companies

November 2003 – March 2005: **GIS Marketing Representative**
STAR Middle East

Dammam, Saudi Arabia

STAR Middle East is a wholly privately owned Saudi Arabian company and the exclusive representative, distributor and solution provider of STAR International Informatics Geographical Information Systems in the Middle East.

Main Responsibilities:

â€¢ Build corporate presence and client base
â€¢ Understand the solutions, products and services provided
â€¢ Prepare sales presentation, proposals and pricing for clients or projects and render consulting services to customers
â€¢ Meet sales objectives and increase revenue
â€¢ Following up sales leads and new customer in the pipeline
â€¢ Accurate understanding of requirements, coordinate customer orders to insure prompt delivery and completion of projects
â€¢ Report to the Sales Division Manager

EDUCATION

March 2007: **King Fahd University of Petroleum & Minerals**, Dhahran, Saudi Arabia
Masters, MBA

As a part–time postgraduate student at King Fahd University, I am pursuing an MBA program at the college of Industrial Management.

May 2003: **Computer Science**, Sharjah, United Arab Emirates
Certification/Diploma, Oracle Certified Professional

I got a professional techniqual certificate from Computer Science Institute in Sharjah in UAE. I sharpened my programming skills in Oracle technology platforms (WebForms, Reports, Database Management) through many technical sessions in the institute.

March 2003: **Ajman University of Science & Technology**, Ajman, United Arab Emirates
Bachelors/Higher Diploma, Computer Information System

I got a BS in Computer Information System from Ajman University in UAE. This degree involves both technology and business studies.

CAREER LEVEL

Career Level:	Mid Career (Over 2 years experience)
Notice Period:	1 month or less
Last Salary:	US$2,000/ month

TARGET JOB

Job Location:	Dubai, UAE ; Australia; KSA
Job Category:	Consulting Services; Internet/ E–commerce; Sales; Marketing; Public Relations; Management
Employment Type:	Employee
Employment Status:	Full time
Desired Salary:	US$3,000/ month

TARGET COMPANY

Company Size:	Large

Description:	A company that is a leading Business and Technology Integrator, focused on the creation, implementation, integration and support of enterprise business solutions that enable customers to better manage their extended enterprises and ecommunities.

SKILLS

Skill	Level	Years practiced	Last used
Excellent experience with MS−Office Applications	Expert	More than 5 years	1 month or less
Establish and maintain business communications	Expert	More than 2 years	1 month or less
Strong communication, interpersonal, learning and organizing skills	Expert	More than 2 years	1 month or less
A strategic thinker with an innovative and analytical mindset	Expert	More than 2 years	1 month or less
Market Research	Expert	1 year or less	1 month or less
Potential candidates Interviewing	Expert	6 months or less	1 month or less
Make arrangement and assist in planning meetings for the cooperative.	Expert	1 year or less	1 month or less
Lead the teamwork perfectly.	Expert	More than 2 years	1 month or less
Best performance of doing work under pressure	Expert	More than 2 years	1 month or less

LANGUAGES

Language	Level	Years practiced	Last used
Arabic	Expert	More than 10 years	1 month or less
English	Expert	More than 5 years	1 month or less
Japanese	Beginner	1 year or less	1 month or less

REFERENCES

Reference	Relation	Phone	E−Mail
available upon request	available upon request	+966.0506868947	aljoud1@yahoo.com

MEMBERSHIPS

Organization	Role	Member since
Oracle Corporation	Oracle Certified Professional / Developer	May 2003
MBAA	Senior member	January 2004