

SAMPLE LINKEDIN

Headline: SALES AND MARKETING, BUSINESS GROWTH, PROJECT MANAGEMENT

SUMMARY (2000 character cap)

As a versatile leader, I possess over 15 years of experience in sales, business development, contract management (FIDIC), EPC-, DBO- and BOT-projects, product marketing, training, organizational development, client relations and customer service within diversified industries across Europe, USA, Asia, GCC and MENA region. Over the years, I have gained widespread experience in Smart and Industrial Internet Solutions for various applications (Airports/Malls/Retail/Industrial Zones), Energy Conservation Measures, Logistics & Warehouse Management Systems, Project Management, Operations, Leadership and Intercultural Missions.

I have achieved high sales quota jointly with the Project Sales Team, represented the entire range of company products, solutions and services to assigned customers, while leading the customer account planning cycle. Additionally, I have developed and maintained new relationships with key executive decision-makers to position Current as the preferred supplier of Technology, Products, and Solutions. During my association, I was associated closely with the Global Growth Organization and worked with various internal business partners to provide comprehensive and fully integrated solutions to clients.

Moreover, I possess profound ability to create and maintain a customer focused culture. With my positive attitude and great customer service skills, I create and implement strategies to drive sales in most efficient of manners. With my vision to achieve aggressive marketing goals, I have proven ability to motivate and support high-calibre teams that are committed to increase profitability. I possess proven expertise in blending sharp planning skills for strategizing marketing activities to achieve top and bottom-line results in multiple industry verticals. However what really sets me apart from other candidates is my proven ability to maximize business opportunities. For further association, I can be reached at: sample@gmail.com.

SKILLS

- ✓ Strategic Business Planning
- ✓ Leading a Matrix Organization
- ✓ P&L Management and Budget Planning
- ✓ Market Share Improvement
- ✓ Market Risk Assessment
- ✓ Resource Optimization
- ✓ Long Term Strategic Planning
- ✓ Business Development & Sales
- ✓ Growth Catalyst
- ✓ Cost & Resource Optimization
- ✓ Team Leadership

ORGANIZATION

Strategic Accounts Director – MEAT
Current (sample), UAE

Since Dec 2015

As a Strategic Accounts Director, I establish and develop high level strong relationships with key leaders and stakeholders, such as developers, service providers, operators etc. I also head an effective and impactful Strategic Accounts Team, and for guiding the development of Regional Teams to drive Key Strategic Initiatives / Programs and position Current as the pioneer and enabler of more efficient and effective business results and outcomes. In this capacity, I direct the overall business and monitor day to day running of the operation. To understand business needs and recommending continuous improvement plans, I work closely with current and prospective customers in the assigned territory. Some highlights of my profile include:

-) Implemented a successful business strategy under consideration of latest technological trends, such as Smart Cities Solutions, Smart Retail, Smart Airports, Smart Indoor/Outdoor Infrastructure, and Industrial Internet Solutions, resulting in profitable growth through increased penetration of various markets across the MEAT region.
-) Provided Leadership to regional Sales, Strategic Account Managers to meet or exceed both short and long term orders targets.

Business Development Director
Zone Parking Solutions LLC, UAE

May 2013 to Nov 2015

As a Business Development Director, I developed and maintained commercially productive relationships with both new and old clients. I also worked as in charge of identifying every sales lead and of making the most out of every opportunity to increase revenue and profitability. For the next 4 years, I prepared business plans and defined company's growth strategy. I also handled strategic acquisitions/alliances/partnerships. With an enthusiastic and genuinely friendly attitude, I have been able to make connection between people and motivating forward momentum to 'get things done'. As we go through that collaborative process, the work starts to foster a culture that embraces differences, creativity, diversity and engagement.

In this role, I was engaged in strategic company's expansion across the MENA region to achieve organic and inorganic growth, combined with developing and maintaining commercially productive relationships with both new and old clients. My attention to detail is great and I am able to juggle multiple responsibilities at once. To increase revenue and profitability, I managed German subsidiary based in UAE to identifying every sales lead and of making the most out of every opportunity.

Project Manager
Siemens AG, Offenbach am Main, Germany

Oct 2004 to Mar 2008

In this capacity, I developed various architecture, concepts and products (Mechatronics) in the field of logistics, baggage handling systems, conveyors, warehouse management systems. I also extended adequate support to manage product across Europe and USA and Marketing and Sales during project acquisition across Europe and USA. Additionally, I planned, developed, and provided training for new introduced products and systems across Europe and USA. I am an excellent communicator and strive to ensure each member of the team is informed of their responsibilities and that everyone is on the same page.

Project Engineer
Siemens Dematic, Grand Rapids, USA

Oct 2002 to Sep 2004

Controls Engineer
Siemens Dematic, Offenbach am Main, Germany

Jul 1999 to Sep 2002

EDUCATION

2000 Master of Applied Science in Electrical & Automation Engineering, University of Applied Science, Darmstadt, Germany.

CERTIFICATIONS

- Product Manager, University of Applied Science, Oberösterreich, Austria
- Cisco Networking Engineer, USA
- Project Manager, USA
- Siemens WinCC Engineer, USA

PROJECTS UNDERTAKEN

- United Arab Emirates: Abu Dhabi On/Off-Street enforcement, management and operation with the client Department of Transportation and Municipality; This contract is the biggest of its kind in the world
- Kingdom of Saudi Arabia: Riyadh Airport – Construction and Upgrade, Management and Maintenance of the Car Parking, Hotel & Offices on a Build, Transfer and Operate basis with the client King Khaled International Airport
- United Arab Emirates: Various off-street car parking management with various clients (e.g. Emaar, Dubai Properties, Sharjah Municipality, TECOM, Mubadala, RAK Airport, ADAC in Abu Dhabi etc.)
- Qatar: Doha Airport – Car Park management and Operation
- Identification of strategic partners from the local market and abroad (UAE, KSA, Jordan, Germany, Netherlands, and Sweden)
- Various water/wastewater projects (but, not limited to) in the region of:
 - ↳ Kingdom of Saudi Arabia: Jeddah Airport STP 2 (500,000 m³/d) with the Client National Water Company, Al-Arar RO-Plant (25,000 m³/d) with the Client Ministry of Water & Electricity
 - ↳ Egypt: WWTP Gabal Al Asfar Stage 2 Phase 2 (500,000 m³/d) with the client Construction Authority for Potable Water and Wastewater
 - ↳ UAE: WWTP-Fujairah (32,000 m³/d) including Digestion and 30 Pumping Stations, Nad Al Sheba STP with the client Meydan, WWTP-Dibba with Fujairah municipality
 - ↳ Tunis: STEP-Sousse Hamdoun (31,000 m³/d), STEP-Sousse South (21,000 m³/d) with the client ONAS
 - ↳ Algeria: Among them, STEP-Baraki (1.8 million inhabitants)
 - ↳ Morocco: STEP-Safi and STEP-Khouribga with the client ONEP
 - ↳ Qatar: Heart of Doha RO-Polishing plant with the client Ashghal
 - ↳ Yemen: Pre-Qualification for WWTP-Tarim & Seyoun (2x 50,000 m³/d)
 - ↳ Uganda: WWTP-Navikubo and WWTP-Kinawataka
 - ↳ Vietnam: WWTP-Nha Trang, WWTP-Da Nang, WTP-Thu Duc III
- Managed various projects in the field of logistics, baggage handling systems for airports, conveyors, warehouse management systems across Europe and USA:
 - ↳ Chicago O'Hare International Airport
 - ↳ Paris-Charles-de-Gaulle Airport
 - ↳ Frankfurt Airport
 - ↳ Dubai Airport Terminal 3