



Business Development Manager Resume Sample:

Hany Karam

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Education:

MBA

Cairo University, Egypt

2015

Bachelor, Marketing
Cairo University, Egypt
2011

Certificates:

- Google Ecommerce Analytics Training
- Google Analytics

Languages:

Arabic- Native

English- Fluent

Objective:

Self-motivated and success-oriented business development manager with over 7 years experience in solution sales and new business development. Committed to supporting HappyCompany L.L.C. with superior knowledge of multi-channel processes, including online marketing and value-added services. In previous positions, I signed a contract for 1\$ million and, among other things, increased the company's sales by %40.

Work Experience:

Business Development Manager

Press Release Company, Dubai, UAE

2019 -Now

- Interacting with business development, marketing, and product departments to create competitive concept proposals.
- Developing new service offerings based on a detailed and documented understanding of the market and customer needs.
- Managing and maintaining structured analysis of target markets, customers, and documentation in the CRM system.
- Providing market insights and feedback to global and regional teams on the market, industry, and competitor developments.
- Building and maintaining key relationships with potential clients, consulting firms, and partners to gain access to new opportunities.

Key achievement:

- The largest engineering and manufacturing contract to date has been awarded: a two-year exclusive agreement worth US1\$ million.
- Increased company revenue by %40 during the first year of operation.

Key Skills:

- D2C e-commerce solutions
 - Teamwork
 - Presentation Skills
 - MS Office (PowerPoint, Excel, Word)
 - Customer acquisition
 - Omnichannel processes
 - Communication skills
 - Interpersonal Skills
 - Building rapport
 - Social networks
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Business Development Manager

Amiga Corporate, Dubai, UAE

2011–2019

- Found potential new customers and turned them into advanced business opportunities.
 - Developed relationships with senior decision makers (including CEOs, CFOs, CMOs, or VPS) among potential clients.
 - Developed strategies and positions in negotiations, having studied the risks and opportunities and assessing the needs and goals of partners.
 - Worked closely with the Senior Vice President and General Manager to develop customer acquisition strategies to maximize sales and profitability.
 - Designed and managed marketing departments to find fundamental marketing approaches to attract new clients and increase revenues effectively.
 - Increased the organization's reputation by taking responsibility for fulfilling new and different requests; exploring opportunities to add value to achievements at work.
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Key achievement:

- Researched and built relationships with over 20 new clients by planning approaches and presentations.
- Helped a sales rep increase sales in their territory by %20 year on year.