

# Ali Abdullah AlRabah



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## Professional Summary

Business Development Manager with 9+ years of experience across diverse sectors including banks, large corporates, government, and semi-government entities. Expert in partnerships, negotiations, and executive-level presentations. Strong leadership, client management, and proven ability to drive business growth through innovative solutions and cross-sector collaboration.

## Professional Experience

### Bayan Credit Bureau (Bayan CB) – Riyadh, Saudi Arabia

#### Business Development Manager | Sep 2023 – Present

- Manage strategic accounts and partnerships with banks, corporates, and government entities.
- Lead initiatives: Contractor Classification Advisory (Tasneef), Bayan Hub with Aramco, NHC & Ejar Initiative, NCGR partnership.
- Develop pricing models, financial forecasts, and revenue schemes.
- Negotiate contracts with top banks (SNB, SAB, Al Rajhi, GIB, SABB) and corporates (STC, SAR, Bahri).

### Maximums Gulf – Riyadh, Saudi Arabia

#### Business Development Manager | Jun 2022 – Sep 2023

- Identified opportunities and developed business cases.
- Expanded client portfolio and revenues through tailored solutions.

### Sanar Company – Riyadh, Saudi Arabia

#### Business Development Manager | Mar 2021 – Jun 2022

- Established and led BD department.
- Screened opportunities and expanded client base.
- Supervised workflow and project delivery.

### Thiqah Business Services – Riyadh, Saudi Arabia

#### Business Developer & Partnerships | 2017 – Mar 2021

- Participated in developing the BD department and growing revenues.
- Worked on business cases to secure new opportunities.
- Collaborated on government platforms projects and contributed to automation of procedures.
- Built and executed account plans ensuring sustainability.
- Strengthened partnerships with government entities and corporates.

### Saudi Clean (Entrepreneurship Project) – Riyadh, Saudi Arabia

#### Founder & Investor (Side Business) | 2019 – 2021

- Launched and managed a laundry app with multiple branches.
- Focused on marketing, operations, and customer acquisition.

### Jameay Application – Riyadh, Saudi Arabia

#### Marketing Officer | 2016 – 2018

### Rays Company – Riyadh, Saudi Arabia

#### Digital Marketing Specialist | 2016 – 2017

### Jarir Bookstore – Riyadh, Saudi Arabia

#### Brand Manager Assistant (COOP) | 2016 (4 months)

## Education

### Bachelor of Business Administration – Marketing

King Saud University, Riyadh | Graduated: 2016

## Skills & Languages

### Skills

- Business Development & Growth Strategies
- Government & Corporate Partnerships
- Business Case Development & Execution
- Negotiation & Deal Structuring
- Leadership & Cross-Functional Collaboration
- Presentation & Communication Skills

### Languages

- Arabic (Native)
- English (Fluent)