

PERSONAL INFORMATION

Ibrahim Ehsan Al-Shihabi

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Date of birth: 16 August, 1985 | Nationality: Saudi

Results-driven Business Development Manager adept at accelerating revenue growth and fostering enduring client partnerships. Proven success in identifying and seizing lucrative business opportunities, negotiating advantageous deals, and steering complex sales cycles to completion.

AREAS OF EXPERTISE

- Business models, Proposal writing, Strategic Planning, CRM Software, Business plans, Developing ideas, Operations Management, Market analysis, Project management, Client Relationship Management

CAREER HISTORY

(Nov 2021 – present) (Director of Business Development)

Digital Speed Company (Riyadh, Saudi Arabia).

Business or sector: Advisory & Marketing Firm.

- Strategic Partnerships: Cultivate strong relationships with government officials, media, businesses, influencers, and local authorities.
Business Development: Identify and pursue new business opportunities, negotiate deals, and expand the developer network.
Project Management: Oversee the entire project lifecycle, from structuring and pricing to marketing and investor engagement.
Risk Management: Conduct due diligence, assess risks, and implement mitigation strategies.

- Team Leadership:
Lead and develop a high-performing team, fostering a culture of collaboration and excellence.
- Strategic Marketing:
Develop and execute marketing strategies to enhance brand visibility and drive business growth and operations planning with top executives, setting objectives and methods to reach them and analyse growth initiatives regarding regional market and target customer segments, and the company's potential to meet customer needs with a product or service.

(May 2021 – Nov 2021)

(Real Estate Product & Auction Manager)

Qiam Real estate & Valuation. (Riyadh, Saudi Arabia).

Business or sector: Real estate management and Assets valuation.

- Executing marketing and sales strategy in collaboration with other members of the minor real estate team.
- Develop strategies and execute tactics that communicate the company's brand message to generate new business.
- Supervising property development and creating value by making tangible improvements for exist property and find out new opportunities for investment and rental.
- Create a positive, long-term relationship between organizations and interested third parties such as suppliers, distributors, shareholders, and other stakeholders.
- Manage employees and subordinates to maximize their performance and contribution, whether in a team or individually. Schedule their work and activities, give instructions, motivate and direct their employees to achieve the company's goals.
- Maintaining expertise in all aspects of auction operations to ensure efficiency and economy, as well as keeping abreast of market trends to ensure proactive decision making.
- Creating a clear vision and goals for the auction in order to achieve targeted performance across the board.

(Jan 2005 – Jan 2010)

(Public Relations Manager & Sales Team Manager of the Central Region)

Samba Bank. (Riyadh, Saudi Arabia)

Business or sector: Banking.

- Strategic marketing development and operations planning with senior executives, including defining targets and strategies for achieving them, as well as analysing growth plans related to regional markets and target consumer categories, and the company's ability to fulfil customer wants with a product or service.
- Obtaining contracts with organizations to provide loans to employees and distributing the target among employees on a monthly basis.
- Executing the sales plan and managing it across sales teams.
- Targeting the key account managers as part of the sales strategy.
- Producing sales analysis reports on a weekly, monthly, and annual basis.

- Handling all employees' performance, grievance, and internal issues, and recommending management solutions for timely action.
- Manage the company's team. (Attendance, vacations, social security, salaries and bonuses, interviewing and hiring staff, distribution of tasks and receipt of work).
- Keeps customers informed about available services, supplies, prices, and new products.
- Delivering sales presentations, holding seminars, and taking part in meetings with clients, vendors, and advisers.
- Reviewing the team performance, campaigns analysis, target status, and competition status.

EDUCATION AND QUALIFICATIONS

- (2017 – 2020) B.Sc. in Management Information Systems (MIS)
AHLIA UNIVERSITY (Manama, Bahrain)
3.85 out of 4
- (2011 – 2016) Diploma in Computing Science
VANCOUVER ISLAND UNIVERSITY (Vancouver, Canada)
- (2011) English Exam
CEAL (Victoria, Canada)
(70 out of 90)

PERSONAL SKILLS

- Communication skills**
- Ability to establishing personal relationships with customers at all levels.
 - Ability to maintaining and deepening customer relationships.
 - Skilled in negotiating contracts, forming alliances and partnering with others.
 - Ability to effectively communicating with senior internal and external customers.
- Organisational / managerial skills**
- Good knowledge in HRM and team leader.
 - Business analysis and planning
 - Projects management
 - Ability to multi-task and seamlessly interact with all levels of external/internal organizations.
 - Ability to bear the pressure of work and making decision.
 - Strive for continued excellence and eager to learn new things.
 - Self –confidence and ability to make a presentation.
- Computer skills**
- Excellent command of Computer (Windows, Microsoft Office™ & internet).
 - Customer Relationship Management (CRM).
- Other skills**
- Identifying and providing technology solutions to solve customer workflow issues.
 - Preparing proposals.
 - Leadership skills.
 - Business writing & Feasibility study.
 - Self-motivation & stress management.

REFERENCES

- Emad Al-Shuraie - Saudi Finance Company
CEO
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ACHIEVEMENT & AWARDS

- Consistently exceeded sales targets by over 100% at Digital Speed Company in 2022 and 2023, recognized with multiple appreciation certificates.
- Successfully executed the Al Khair gate auction, selling 69 properties in Riyadh for a total of 71 million riyals, exceeding expectations. This exceptional performance, achieved in just one day, solidified the company's position as a leading auctioneer.
- Achieving Scientific Excellence Student at Ahlia University, B.Sc., Management Information Systems 2020
- Two appreciation certificates (Public Relations Manager & Sales Team Manager of the Central Region) At Samba Bank Limited 2008

Publications

- Adoption of FinTech by Students in Higher Education Institutions
<https://www.igi-global.com/chapter/adoption-of-fintech-by-students-in-higher-education-institutions/260377>

PASSION & INTERESTS

- Real Estate
- Sales & Marketing
- Business Development
- Product Management
- Banking
- Mathematics & Statistics
- Enterprise Resource Planning (ERP)
- Google Developers Group (GDG-Manama, Dubai, Canada)
- Financial Technology (Fintech)

TRAINING PROGRAMS

- **Judicial Training Centre.**
Legal Real Estate Agent.
- **National Entrepreneurship Institute (Riyadah)**
(Fundamentals of Financial Analysis, Planning Strategy, Quality Management, Financial accounts management, Marketing plan).
- **Several Training Courses with (Qassim Chamber & Madinah Chamber).**
(Managing Stress, Leadership Skills, Smart Phone Application Development, Data Analysis).
- **Several Training Courses with Different Companies (Masar).**
(Digital Marketing, Business Model Diagram, Financial planning, Strategic Planning).
- **Lancaster University & Institute of Coding (London).**
Introduction to Physical Computing.

- **University of Leeds & Institute of Coding (London).**
Computer Programming for Everyone.
- **E-learning College (London).**
Public Relations & Cyber Security.
- **Centre of Banking & Finance, Samba.**
(Communication with Confidence, Selling Skills Workshop, Negotiations for Success, Negotiations Skills).
- **Jouf University**
(Importance of Communication, Self-Confidence, The Basics of Artificial Intelligence).
- **More than 70 Certificates with (Human Resources Development Fund).**
(Self-Improvement & Self-Management, Communication, Strategic Thinking, Customer Service, Data Analysis, Supply Chain, Engineering Design, Data Science & Artificial Intelligence, Financial Performance, Human Resources Management, Banking Services, Master Microsoft Office, Information Technology, PMP, Strategic Planning, Cybersecurity Risks, Self-Development, E-Commerce, E-marketing).
- **More than 75 Certificates with (Google Developers Group).**
(Solution Challenge, Software Reverse Engineering, Kotlin Multiplatform, Android programming, Java, Machine Learn, Programming and Hardware, Google Analytics, Flutter, Google Apps Script, Web-Developers (YouTube & GDG), Storage & Database Services in Google Cloud Provide).
- **Vancouver Island university (Canada).**
English Academic Preparation 3, 2, 1.
English Foundation 1.
- **Taif University.**
Public Relation & Media.
- **Hail University.**
(Economic Feasibility Studies, Data Analysis).
- **King Abdulaziz University.**
(Successful Leadership, Communication Skills).
- **Techcampus.**
(Cyber Mobile, E-commerce, Track Hackers, Cloud).
- **Namaa Almunawara.**
(Build Brand, Business Model Diagram, Financial Planning for Start-ups).
- **Academics International Institute for Training.**
(Communication and Connection Skills, Self-Leadership, HR).