



Abdulrahman Mashabi Profile

Ladies & Gentlemen,

I would like to thank you for your interest in my profile.
As a Cisco Certified Sales Expert (CSE) with an outstanding background in successful high-end IT products and services sales projects, I'm seeking to align myself with a progressive company poised for strong growth and market expansion.

With more than ten years of extensive experience and demonstrated success working with talented sales teams, meeting aggressive revenue targets, and delivering first-class sales solutions, I'm confident that I can help your company meet the challenges. I have the drive and the talent to become a top performer and I am also trained in a number of key sales areas that can significantly impact your bottom line.

With this goal in mind, I have attached a resume outlining some of my key strengths and qualifications.

I appreciate your consideration and look forward to hearing from you.

Yours sincerely,

Abdulrahman Mashaabi
Mobile: +966 506400464
www.mashabi.com



Why Hire Me?



The cornerstone of success in any industry

I try harder.





Abdulrahman Mashabi Profile

PROFESSIONAL PROFILE

- High-performing Sales/Account manager (Cisco Sales Expert – CSE) with more than 10 years experience in directing highly complex accounts & projects in information & digital technologies, with a successful track record in sales, account management, strategic marketing, operation and projects management.
- Strong communicator with excellent presentation skills. Highly organized with an understanding of the Information Technology, Oil & Gas, and Telecommunication markets.
- Create and implement strategies to identify and secure new business opportunities as well as furthering existing relationships with the clients
- Achieve agreed sales and margin budgets
- Skilled strategist who transforms strategic plans into workable solutions.
- Develop target accounts & strong customer relationships
- Project methodologies: initiation, planning, execution, control, and closing.
- Quality RFP, RFI, RFQ preparation and expertise for reply on commercial Bids.
- Strong computer and Internet skills.
- Proactively identify growth opportunities by category, customer, and brand and communicate action plan to address each.
- Continuous experience in workflow and case management, from design through to implementation, integration, and support. Also have extensive experience in the workflow consulting and problem-solving areas.
- Experienced in coordinating, negotiating and motivating outside vendors and off-shore resources.
- Expert at making quick and effective decisions with the ability to consider all options in stressful situations.
- Proven ability to lead successful teams.
- Using customer relationship management (CRM) and sales force automation (SFA) to manage the leads effectively, optimize lead flow across sales and marketing, and share information.

PROFESSIONAL EXPERIENCE

Arabic Computer systems limited (ACS)
Senior Account Manager – Eastern Province

Jan. 2010 – Present

ACS is Saudi Arabia's leading Information Technology Company with a +1500 professional Technology services leader and revenues exceeding \$350 Million. The primary goal for me is to achieve the quarterly revenue (\$1.3 million) for a specific portfolio of target customers. In order to achieve this goal, I'm creating plans that generate 3 x the quota in pipeline opportunity.

- Responsible to identify and qualify opportunities, develop and drive strategy.
- Responsible for executing the sales cycle of my accounts and driving business.
- Develop account and opportunity plans containing the value proposition for all of ACS's products, solutions, and services to the customers or prospects in close cooperation with other business units.
- Create and nurture executive relationships while positioning the ACS executive team to assist.
- Coordinate with the account teams consisting of presales, customer engagement managers, commercial, specialized product teams, strategic partners and other relevant roles so that ACS products & solutions are well positioned in the account.





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Equinox International Account Manager – Saudi Arabia

Jan. 2007 – Apr. 2009

Initiate and lead the sales activities within the company, develop new clients, and generate revenue from lead sources for the company's high-end IT products and services. Additional tasks include:

- Identify, contact, and meet with new clients and prospects
- Qualifying and producing quality leads
- Analyzing customer needs in terms of current business objectives
- Developed a comprehensive national sales plan, focusing on strategic department penetration and high-level relationships.
- Responsible for management of 100% of company's accounts in Saudi Arabia
- Closed large NetScout Performance Management Solution deals worth \$1.6 million in high margin sales
- Engaging in regular monthly and quarterly business reviews and weekly forecast activities
- Meeting and exceeding revenue goals on a quarterly and annual basis
- Managing the revenue by monitoring, controlling, and reviewing sales activity

Projects Handled & Closed:

- ❖ August 2007 to September 2007:
MeduNet: KSU infrastructure upgrade implementation/consulting services
- ❖ December 2007 to June 2008:
Mobily: Traffic Flow Analysis Solution
- ❖ December 2007 to February 2008:
Alcatel-Lucent/Aramco: Network Applications performance Baseline services
- ❖ August 2008 to February 2009:
SABIC: NetScout Performance Management Solution
- ❖ December 2008 to March 2009:
Saudi Aramco: NetScout Performance Management Solution

Saudi Al Suroor Digital Technology General Manager - Sales & Marketing

Jan. 2003 – Dec. 2006

Establish **CrystalSat** to be one of the leading designer, developer, and marketer of digital media & wireless communication solutions & products, that will focus on brand building and sales success. I have launched my own 'CrystalSat' branded range of consumer electronics products, manufactured by OEM partners in Taiwan (CrystalSat GSM/GPRS Wireless PCMCIA Modem & CrystalSat MP3 Player with FM Transmitter) – www.CrystalSat.com

VSAT - High Speed Internet: The demand for the Internet bandwidth is increasing frequently worldwide from the individuals and corporate.

I have started to look for an effective Broadband Internet access with reasonable prices. I found out that the 2-ways Satellite connections are very expensive. So I decide to provide the new 1-way Satellite service. I have signed a contract with Shownet Internet Solutions Ltd. – Kuwait; to provide us with customizes packages for Al Suroor Information Technology. Then we have lunched two new services called (**Go4Sat** for individuals, and **1WaySat** for corporate)

We have developed our own unique filtering system based on Linux Squid Proxy, and connected it to the Internet Services Unit (ISU) in King Abdulaziz City for Science & Technology (KACST), to give a 100% compatibility with the blocking sites in Saudi Arabia, so our corporate and Internet cafes customers can get benefits of the high speed Internet and the local regulations.





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Al Suuroor Information Technology Executive Sales Manager

Jan. 2001 – Dec. 2002

SaudiTech Prepaid MasterCard®: Because of the restrictions in Saudi Arabia to issue a Credit Card and the Internet Security risk; I was thinking to find a new solution to help the consumers to purchase online.

I have developed the Sauditech project from A to Z. Starting from the Idea and name, crossing by the mechanism and processing, up to the marketing and sales.

We are the first and only company that could provide such a service in the local market. As a MasterCard product, The SaudiTech Card offers you worldwide shopping. It is a prepaid card that can be used as real cash for any purchase on the Internet. It has unbeatable value considering that there are no hidden costs or charges out of its utilization. Recharge your card anytime you need for all your expected purchases!

SaudiTech card offers you the flexibility of setting your own usage limits, thereby offering you control on your account.

I have also established a partnership with GMBE Global Mailbox Express (www.mbe.com) to provide the cardholders of SaudiTech with global Mailboxes all over the world with the shipping facilities.

Partnerships & International Agreements:

- **CreditCard Services Company sal.** (www.issuers.com) I have signed an exclusive agreement for registration & issuing of the Prepaid SaudiTech MasterCard online shopping cards.
- **TechniSat Digital GmbH** (www.technisat.com): I have signed an exclusive sales & distribution agreement for Saudi Arabia with TechniSat Digital GmbH, Germany's No. 1 and the leading manufacturer of satellite reception products and TV sets.
- **Shownet Internet Solutions Ltd.** (www.show-net.net): I have signed a contract to provide a multitude of Internet-related services by utilizing cutting edge high-speed satellite technology, and offers high-speed Internet download through its advanced DVB platform.
- **GMBE Global Mailbox Express** (www.mbe.com): I have signed an agreement to provide the cardholders of SaudiTech with global Mailboxes all over the world with the shipping facilities.
- **TRIBAND Middle East Inc.** (www.tribandmiddleeast.com): I have signed an agreement to be the authorized service provider in Saudi Arabia of Regional BGAN from INMARSAT, a compact portable lightweight machine used to connect users to the Internet via satellite.
- **KCORP Lifestyle Limited** (www.kcorplifestyle.com): I have signed an exclusive sales & marketing agreement for Saudi Arabia with KCORP Lifestyle Limited the manufacturer and supplier of wireless hardware including wireless local area networking (WLAN) equipment from wireless gateways and routers to Wi-Fi cards and network adapters.

DAT Web Design Executive Sales Manager

Jan. 2000 – Dec. 2000

I've established the websites development for DAT Web Design based on the Internet booming idea. I was able to grow the company to a good financial position that has exceeded all expectations.

My goal was to help all of our clients to have a positive experience out on the Web and I worked hard to live up to this objective.

The company became one of the leading website solutions providers in the kingdom of Saudi Arabia for web designing, web hosting, database programming, domain name registration, and email services.





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Some of my clients:

- www.alsuroor.com (**Al Suroor United Group** - the holding company of Al Suroor Information technology)
- www.aecl.com (**Advanced Electronics Company** - a limited liability Saudi National Company established under the directives of the Government of Saudi Arabia to create and develop local capabilities in strategic areas like advanced electronics manufacturing for different sectors including defense, telecom and industrial)
- www.ahalgosaibi.com (**Ahmad Hamad Al-Gosaibi & Bros.** - is known to have established the first bonded Warehouse dedicated solely to Saudi Aramco. The Company is similarly known to have been a pioneer in building a soft drinks filling factory in the mid-50's for Pepsi Cola Products, co-founder of the first electric power station and Saudi Cement plant in the Eastern Province of the Kingdom)
- www.jadawelinternational.com (**Jadawel International** - Rated as the 17th largest company in the Kingdom of Saudi Arabia in 2001. Jadawel's primary objectives have been the design, construction, operation and management of purpose-built residential communities with recreation services and facilities)
- www.falsuwaiket.com (**Faisal Al-Suwaiket Group of Companies** - has now become well established within the Saudi Arabian economy and has built-up an enviable reputation for providing its customers with a wide range of high technology products and services for the management of their operations in various sectors)
- www.tecmoarabia.com (**Tecmo Arabia Ltd.** - is one of leading contractors in the field of Power Generation, specialized in Gas Turbines and Generators Operation & Maintenance and Services)
- www.amity-insurance.com (**Amity Insurance Corp.** - possess the capacity and dexterity to handle all classes of insurance and bears the burden of every type of risk)
- www.mahgroup.com (**Mohammed Al-Huraigy Group** - experience in fashion industry and representing European fashion houses)
- www.nazco.com (**Najem & A. Al-Zahrani Trading Co.** - serving their customers with complete range of genuine & non-genuine OEM General Motors spare Parts)
- www.tamareed.com (**Tamareed Company** - specialized in supplying the Saudi market with custom made fine architectural products)
- www.aujan.com.sa (**Aujan Industries Co.** - The largest privately-owned, independent soft drink and confectionery marketer, manufacturer and direct distributor in the Middle East)

TECHNICAL SKILLS

- Cisco Sales Expert (CSE) Certified – ID: CSC011278687
- International Computer Driving License (ICDL) Certified – License No. KSA050036328
- Customer Relationship Management (CRM): SalesForce System Administrator
- Network & Application Concepts, Emails & Proxy Servers
- Adobe Illustrator, PhotoShop, Paint Shop Pro & ImageStyler
- MS Office
- Macromedia Flash
- HTML, Front Page, & Web site Design
- IT & Internet Concepts, such as connectivity, IP communications, firewalls, and caching servers

PERSONAL INFORMATION

Name: Abdulrahman A. Mashaabi

Date of Birth: February 24, 1974

Place of Birth: Riyadh - Saudi Arabia

Education: Computer Engineering / Accounting (Yarmouk University – Jordan)

Nationality: Yemeni, U.S. permanent resident (Green Card holder).

Marital state: Married, 1 Child

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