

ABDULRAHMAN EL-SAEED HASSAN

ACCOUNT MANAGEMENT | CLIENT RELATIONS | PARTNERSHIPS

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PROFESSIONAL SUMMARY

B2B client relationship and account management professional with 5+ years of experience across the UAE and Egypt. Experienced in corporate relationship management, client meetings, commercial proposals, CRM pipeline management, stakeholder coordination, and account growth. Proven track record of securing 190+ corporate accounts, exceeding monthly sales targets for 10 consecutive months, and progressing into supervisory responsibility. Currently working in IT staffing and professional services in Dubai.

CAREER HIGHLIGHTS

- 190+ corporate accounts secured at Aqarmap through B2B relationship development, client presentations, and commercial negotiations.
- Exceeded monthly sales targets for 10 consecutive months at Xiaomi.
- Recognized 3 times as an overachiever for strong business development performance at Aqarmap.
- Promoted from Sales Assistant to Sales Supervisor at Early Learning Centre in Dubai.

PROFESSIONAL EXPERIENCE

Client Relationship Executive

Sep 2026 - Present

Nair Systems EMEA FZ-LLC | Dubai, UAE

- Develop and maintain relationships with corporate clients and business stakeholders across banking, finance, insurance, and other UAE sectors.
- Conduct field visits and client meetings to understand business requirements, build trust with decision-makers, and identify IT staffing and professional services opportunities.
- Coordinate with recruitment and internal delivery teams to translate client requirements into suitable resource and service solutions.
- Support commercial opportunities across onsite IT professional services and related technology solutions, including cloud, cybersecurity, applications, and infrastructure support.
- Maintain structured follow-up on opportunities, client interactions, requirements, and next steps to support pipeline visibility and relationship continuity.

Sales Supervisor

Jan 2025 - Apr 2026

Early Learning Centre, ALGT Group (formerly Kamal Osman Jamjoom) | Dubai, UAE

- Led daily sales operations, staff scheduling, task delegation, customer service, and sales execution while maintaining merchandising and operational standards.
- Retained in role following the company acquisition, reflecting consistent performance and trust across two management teams.
- Contributed to the branch achieving its sales target in its first year under the new company structure.
- Prepared daily sales, stock, and operational reports for the Area Manager and resolved customer escalations to protect service quality and loyalty.

Sales Assistant

Dec 2022 - Dec 2024

Early Learning Centre, Kamal Osman Jamjoom Group | Dubai, UAE

- Promoted to Sales Supervisor for consistently exceeding sales targets and service standards.
- Built customer relationships through face-to-face needs discovery, product guidance, cross-selling, and up-selling in a multicultural retail environment.
- Managed POS transactions, cash reconciliation, restocking, inventory accuracy, and day-to-day customer inquiries.

PROFESSIONAL EXPERIENCE - CONTINUED

Sales Executive Xiaomi Egypt - Exceeded monthly sales targets for 10 consecutive months while managing a pipeline across retail, B2C, and corporate opportunities. - Generated and developed new business opportunities through networking, social media, exhibitions, referrals, and direct client engagement. - Delivered product demonstrations and presentations, negotiated pricing, and closed deals with corporate and retail clients. - Prepared sales reports and forecasts and coordinated with supply chain teams to maintain stock availability for key accounts. - Represented the brand at exhibitions and conferences, developing new leads and partnership opportunities.	Aug 2020 - Mar 2022
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Business Development Associate Aqarmap Egypt - Secured contracts with 190+ companies and was recognized as an overachiever three times for strong business development performance. - Identified and qualified business opportunities by assessing client requirements, resources, budgets, and commercial potential. - Built long-term advisory relationships with key stakeholders and decision-makers and maintained consistent account follow-up. - Prepared proposals and delivered client presentations to win new accounts and support commercial negotiations. - Worked with Operations, Projects, and Sourcing teams to develop competitive sales strategies and improve client outcomes.	Jun 2019 - Feb 2020
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CORE COMPETENCIES

Account Management • Client Relationship Management • Partnerships • Stakeholder Management • Client Meetings & Presentations • Commercial Negotiation • Client Retention • Account Growth • Proposal & Quotation Coordination • Pipeline Management • CRM Management • Cross-functional Coordination • Market Research • Sales Reporting & Forecasting • Team Leadership

TOOLS & ADDITIONAL INFORMATION

CRM & Tools: Salesforce • Zoho CRM • Microsoft Office • Microsoft Excel • Google Sheets • POS Systems
Languages: Arabic - Native | English - B2 (Professional Working Proficiency)
Additional: Valid UAE Driving Licence

EDUCATION

Bachelor of Management Information Systems Cairo University, Egypt Coursework included Database Management, Systems Analysis, Business Analytics, Statistics, and Marketing.	2020
Business Administration Diploma Paris International University - Online Curriculum included Strategy, Marketing, Finance, Operations, and Organizational Behaviour.	2025

PROFESSIONAL DEVELOPMENT

Data Analysis - Route Egypt (In Progress, 2026) • Excel - Route Egypt (2022) • Online Market Research - E3mel Business (2024) • Consumer Behaviour - E3mel Business (2023) • Sales Management - E3mel Business (2023)