

Ahmed Khamayseh

Business Development Director



Dear Potential Success Partner,
RE: Business Development Director

Dear Sir/Madam,

I am writing to express my strong interest in the position of Business Development Director/Manager at your esteemed organization. With over 15 years of progressive experience in driving revenue growth, building strategic partnerships, and leading high-performing business development teams across the Kingdom of Saudi Arabia, I am confident in my ability to make an immediate and lasting impact on your growth objectives.

Throughout my career, I have consistently delivered results by combining data-driven strategies with a strong commercial acumen. In my recent role as Business Development Director, I successfully led initiatives that resulted in significant increases in client acquisition, market expansion, and contract value. I take pride in developing long-term client relationships, identifying untapped market opportunities, and steering cross-functional teams toward ambitious targets.

What sets me apart is my ability to align business development strategies with broader organizational goals. I am known for my proactive leadership, decisive problem-solving, and ability to translate market insights into actionable growth plans. My expertise in lead generation, strategic partnerships, and revenue forecasting is matched by a deep commitment to team development and collaboration.

I would welcome the opportunity to further discuss how my experience and leadership can contribute to your continued success. Please find my resume attached for your review. Thank you for considering my application—I look forward to the possibility of speaking with you soon.

Sincerely,

Ahmed Khamayseh

Ahmed A. Khamayseh

Business Development Director | Strategic Partnerships | Market Expansion

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Professional Summary

Strategic-thinking Business Development Director with 15+ years of experience leading market growth initiatives, launching new ventures, and closing multimillion-riyal contracts across Saudi Arabia. Proven ability to build and lead high-performing teams, identify market opportunities, and drive profitability through innovative and data-driven strategies. Adept at forming C-level partnerships and aligning business development goals with long-term corporate vision.

Key Achievements

- Led the creation of subsidiaries such as QSS (smart robotics), VOLT Charge (EV solutions), and HITEK Saudi (smart cities).
- Conducted feasibility and concept studies for AI Hotel, the first of its kind in the Middle East.
- Successfully secured strategic projects with entities like RCRC, KFCA, Misk, Riyadh Bank, and JCDC.
- Developed a proprietary Opportunity Evaluation framework to assess and select high-return initiatives.

Professional Experience

Chief Business Development Officer | BMCO Holding, Riyadh | Nov 2024 – Present

- **Growth Strategy & Expansion:** Designed and executed market-entry and expansion strategies across Facility Management, Construction, and Real Estate sectors, driving BMCO's footprint in Saudi Arabia.
- **Client Acquisition & Partnerships:** Built and managed strategic partnerships with government entities, private developers, and multinational clients to unlock new revenue streams and long-term collaborations.
- **Proposal Leadership:** Directed the preparation of technical and financial proposals for high-value tenders (e.g., ROSHN, Sela, WTCO, Lucid), ensuring competitive positioning and compliance with client requirements.

- **Market Intelligence & Positioning:** Conducted market research and competitor analysis to identify growth opportunities, align services with client demand, and enhance BMCO's brand credibility.
- **Commercial Advisory:** Guided leadership on pricing models, contract negotiations, and investment decisions to balance profit margins with market competitiveness.
- **Operational Readiness:** Advised on aligning organizational capacity (resources, processes, staffing) with business development goals to ensure sustainable delivery and client satisfaction.
- **Revenue Growth:** Achieved measurable business growth by securing multi-million SAR contracts in facility management and construction sectors.
- **Leadership & Mentoring:** Advised and mentored internal teams on client relationship management, negotiation strategies, and solution selling.

Group Business Development Manager | Safari Group, Riyadh | Nov 2020 – Nov 2024

- **Growth & Revenue Generation:** Designed and implemented business development strategies that expanded Safari's footprint in the Facility Management sector, securing multimillion SAR contracts with government and private clients.
- **Client Engagement:** Built and sustained executive-level relationships with key stakeholders, enabling long-term partnerships and recurring business opportunities.
- **Market Research & Positioning:** Led competitor benchmarking and opportunity analysis to position Safari as a trusted service provider in highly competitive tenders.
- **Proposal Leadership:** Directed preparation of technical and financial proposals, ensuring compliance with client specifications and maximizing competitiveness.
- **Brand Representation:** Represented Safari in national exhibitions, conferences, and networking events, strengthening corporate visibility and client trust.
- **Strategic Advisory:** Provided senior leadership with insights on pricing, risk management, and market-entry strategies.

Business Development Assistant Manager | GS Engineering & Construction, Riyadh | Jan 2016 – Oct 2019

- **Business Development Strategy:** Developed and executed initiatives to penetrate new markets, aligned with GS E&C's regional growth objectives.
- **Market Expansion:** Conducted market research, competitor mapping, and trend analysis to support diversification into new service lines.
- **Proposal & Investor Support:** Contributed to major proposal submissions, investor presentations, and negotiations for high-value projects.

- **Branding & Campaigns:** Oversaw corporate branding and marketing campaigns to strengthen GS E&C's positioning in Saudi Arabia.
- **Cross-Functional Coordination:** Collaborated with engineering, finance, and operations teams to align bids with delivery capabilities.

GM Office Manager | GS Engineering & Construction, Riyadh | May 2013 - Dec 2015

- **Executive Operations:** Managed the office of the General Manager, streamlining strategic communications and executive decision-making.
- **Stakeholder Management:** Facilitated high-level interactions with clients, partners, and government authorities.
- **Performance Monitoring:** Implemented reporting and tracking systems to improve operational efficiency and accountability.
- **Strategic Support:** Assisted in preparing board-level presentations, management reports, and strategic planning sessions.

Education

B.Sc. in Information Technology, Palestine Polytechnic University, Palestine (2003–2007)

Certifications & Training

- **Creative Thinking** - Imperial College London
- **Successful Negotiation** - University of Michigan
- **Strategic Management** - Copenhagen Business School
- **Digital Transformation** - Google Cloud
- **Global Business Expansion** - Google Digital Garage
- **Inspiring and Motivating Individuals** - University of Michigan
- **Relationship Management and Business Development** - Starweaver

Skills

Strategic Partnerships, Negotiation, Lead Generation, Market Intelligence, Forecasting, Team Leadership, Client Retention, Networking, Smart City Tech, AI Integration, EV Solutions

Languages

Arabic: Native | English: Fluent