

Mohammed Alhaddad

Riyadh, KSA, 0550604220, mudimudi17@hotmail.com

PROFILE

Experienced B2B Business Developer and Sales Professional with a strong background in Sales Administration, Supervision, and Business Expansion across various sectors. Proven ability to identify and develop new B2B opportunities, build long-term partnerships, and drive revenue growth. Skilled in collaborating with international suppliers, managing sales teams, and optimizing operational efficiency. Advanced Excel user with strong analytical and data management skills. Trilingual in German (native), Arabic (native), and English, enabling effective communication in multicultural business environments.

EMPLOYMENT HISTORY

Sep 2025 — Present	Senior B2B Business Developer, Kafarat Plus	Riyadh
	<ul style="list-style-type: none">- Identify and develop new B2B opportunities across logistics, contracting, and fleet-heavy sectors.- Build and maintain long-term partnerships with key clients and decision-makers to expand market reach.- Conduct market research to target high-potential companies with large vehicle fleets and propose tailored solutions.	
Feb 2024 — Sep 2025	Sales Supervisor, First Focuz Co.	Riyadh
	<ul style="list-style-type: none">- Supervise and monitor the daily performance of the sales team to ensure sales targets are consistently achieved.- Improve performance to develop and execute successful sales strategies, resulting in a 20% increase in sales.- Act as main point for reference for the sales team regarding product knowledge and sales-related inquiries.	
Feb 2022 — Feb 2024	Sales Administrative, First Focuz Co.	Riyadh
	<ul style="list-style-type: none">- Prepared sales reports and performance dashboards.- Maintaining accurate records of clients accounts and sales transactions.- Prepared and processed sales contracts, quotations, orders and invoices.	
Feb 2021 — Dec 2021	Sales Supervisor, Alhudaibi Shop	Sanaa
	<ul style="list-style-type: none">- Managing the supply of goods through wholesalers.- Supervising the employees and their tasks.- Take charge of administrative affairs.	
Nov 2018 — Dec 2024	German Teacher, Cardiff Institute	Sanaa
	<ul style="list-style-type: none">- German language teacher level A1 - B2.	
Jul 2015 — Jul 2024	Zizia Fashion Commercial Center	Albaidha
	<ul style="list-style-type: none">- Responsible for employees and their tasks.- Responsible for supplying goods from wholesalers.	
Jun 2015 — Jun 2024	Sales Agent, Alomari Blaza	Albaidha
	<ul style="list-style-type: none">- Seller & Customer advisory.	
Jun 2014 — Jul 2014	Sales Agent, Four Center	Sanaa
	<ul style="list-style-type: none">- Seller & Customer advisory.	

EDUCATION

Sep 2016 — Jul 2020	Language Studies, Sanaa University	Sanaa
	<p>Graduated with High Honor. Graduated with a bachelor's degree with a grade of 94%.</p>	
Sep 2020 — Dec 2020	Diploma in Accounting & ERP Systems, Unique Institute	Sanaa

Sep 2020 — Jun 2020	Graduated with a grade of 95%. ICDL, New Horizon Institute Graduated with a grade of 97%.	
Sep 2014 — Jun 2015	High School, Omar bin Abdulaziz School Graduated with a grade of 85%.	
Jun 2013 — Nov 2013	Diploma in Telephone Maintenance & Programming, Hosam Institute Graduated with a grade of 94%.	Sanaa

LANGUAGES

English	Highly proficient
Germany	Native speaker
Arabic	Native speaker

COURSES

Jan 2022 — Jan 2022	Strategic Management, <i>Copenhagen Business School</i>
Nov 2021 — Nov 2021	Professional Skills for International Business, <i>University of London</i>
Sep 2021 — Sep 2021	Preparing to Manage Human Resources, <i>University of Minnesota</i>
Jul 2021 — Jul 2021	Managing Project Risks and Changes, <i>University of California</i>
Jun 2021 — Jun 2021	Initiating and Planning Projects, <i>University of California</i>

SKILLS

Computer Skills	Expert	Fast Learner	Expert
Effective Time Management	Expert	Leadership Skills	Expert
Coordination Skills	Expert	Knowledge of Statistics	Expert
Wholesaling	Expert	Administrative Operations	Expert
Data Management	Expert	Business Processes	Expert