

ABDALLATIF OSMAN MOHAMMED ELAMIN ALAWAD

BUSINESS DEVELOPMENT | B2B SALES | CLIENT PARTNERSHIPS

Based in UAE | Open to Saudi Arabia | +971 56 223 2912 | abdallatifderby@hotmail.com

PROFESSIONAL SUMMARY

Business development and client-partnership professional with over five years of experience across banking, B2B financial services, telesales and customer operations in the UAE. Skilled in prospecting, consultative discovery, proposal development, CRM management, cross-selling and commercial follow-up. Brings measurable sales performance, strong Arabic-first communication, fluent English and creator-led digital reach approaching one million followers. Open to relocation and targeting Business Development, B2B Sales, Partnerships and Account Management roles in Saudi Arabia.

CORE SKILLS

Business Development | B2B Sales | Lead Generation | Client Acquisition | Account Management | Commercial Proposals | Negotiation | CRM and Pipeline Management | Market Research | Partnership Development | Financial Services | AI-Assisted Workflows | Arabic and English

PROFESSIONAL EXPERIENCE

Assistant Manager - Business Development | Pro Count For Accounting L.L.C | Abu Dhabi, UAE

Jun 2026 - Present

- Develop new-business opportunities for bookkeeping, VAT, corporate tax, AML compliance, payroll and audit-support services across priority commercial sectors.
- Conduct field prospecting, outbound calls, email outreach and meetings with owners and decision-makers; qualify requirements and move opportunities through the pipeline.
- Prepare tailored service proposals and presentations, coordinate commercial follow-up and maintain accurate CRM records and activity reports.
- Apply AI tools to prospect research, message development and workflow automation, improving preparation speed and consistency without replacing client judgment.

Relationship Officer | Emirates Islamic Bank | Dubai, UAE

Dec 2022 - Jun 2026

- Managed 100+ client relationships and contributed to business growth through structured portfolio engagement and needs-based recommendations.
- Achieved sales targets and increased cross-selling revenue by identifying client needs, presenting suitable solutions and maintaining disciplined follow-up.
- Resolved service issues and coordinated with internal stakeholders to protect client trust and retention.
- Maintained accurate CRM records and operated within banking, KYC and compliance requirements.

Telemarketing Associate | Abu Dhabi Commercial Bank | UAE

Mar 2022 - Dec 2022

- Managed 80-100 outbound calls daily and consistently achieved 120% of monthly sales targets.
- Updated 200+ customer records weekly with 99% reported accuracy and maintained a 95% reported customer satisfaction rate.
- Coordinated with multiple internal teams to solve customer issues and keep sales and service commitments on track.

ADDITIONAL COMMERCIAL AND COMMUNICATION EXPERIENCE

Customer Service Representative | du Telecommunications | Dubai, UAE

Jan 2021 - Jan 2022

- Handled approximately 90 daily customer interactions across phone, email, chat and face-to-face channels, achieving 98% quality and 99% workforce-management adherence.

Podcast Host and Creative Lead | Independent | Dubai, UAE

Dec 2023 - Present

- Develop interview-led content and manage planning, production, publishing and multi-platform distribution for an Arabic-language podcast and storytelling brand.
- Built a cross-platform audience approaching one million followers, creating practical capability in audience insight, personal branding, partnerships and persuasive communication.

SELECTED VALUE FOR SAUDI EMPLOYERS

Combines disciplined B2B selling with strong public communication. Can prospect, present and manage a client pipeline while also supporting Arabic-first campaigns, partnerships, founder visibility and social-led lead generation. Best fit: professional services, fintech, business services, real estate, media, hospitality, technology and other growth-focused organizations.

EDUCATION AND TRAINING

Bachelor of Arts in Geography, Omdurman Islamic University, Sudan, 2016

Mastering the Art of Telesales

Time Management Certification

SPSS Training, Leicester Training Center, 2016

LANGUAGES AND TOOLS

Arabic: Native | English: Fluent

CRM systems and sales reporting

Microsoft Word, Excel, Outlook and Teams

Claude and Gemini for workflow support

Social-platform analytics and publishing