

Business development / Podcast & media

Abdallatif Osman.

Business relationships. Human stories.

UAE-based business development professional and Arabic podcast host. Banking sales, professional services and media experience in Dubai and Abu Dhabi.

UAE · Dubai & Abu Dhabi / Arabic · Native · English · Fluent



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Where we can work together

Business development & sales

Target roles: Business Development Manager, B2B Sales Executive, Partnerships Specialist and Account Manager. My experience spans banking and professional services, from prospecting and proposals to follow-up and client relationships.

Podcast & media work

Discuss Arabic podcast hosting and production, programme presentation or voice-over work. I research guests and topics, lead interviews and work with production teams to bring a story into focus.

100+

customer relationships managed

120%

monthly sales target achieved

5+

years in sales, service & media

Professional experience, media work, education and training. Explore selected conversations and contact details in this portfolio.

Business development. Lasting relationships.

June 2026 - Present

Assistant Manager, Business Development

Pro Count For Accounting L.L.C · Abu Dhabi

Developing opportunities across bookkeeping, VAT, corporate tax, AML compliance, payroll and audit support. Field prospecting, outreach, tailored proposals and CRM reporting.

December 2022 - June 2026

Relationship Officer

Emirates Islamic Bank · Dubai

Managed 100+ customer relationships, achieved sales targets, grew cross-selling revenue and coordinated internally to maintain service quality, retention and compliance.

March 2022 - December 2022

Telesales Officer

Abu Dhabi Commercial Bank · UAE

80-100 outbound calls daily, 120% monthly target achievement, 200+ customer records updated weekly and a reported 95% customer satisfaction rate.

January 2021 - January 2022

Customer Service Representative

du Telecommunications · Dubai

Around 90 customer interactions daily across phone, email, chat and in-person service, with service quality and strong workforce management adherence.

Business & relationships

Business development & prospecting
Consultative B2B sales
Partnerships & account management
Cross-selling & customer retention
Proposals, negotiation & bilingual communication

Tools & languages

Microsoft Office & digital tools
CRM & sales pipeline reporting
AI tools for prospect research & message development
Arabic · Native
English · Fluent

An Arabic podcast host. A voice that connects.

Hakaweena Al Samha is an Arabic video podcast I host and produce in Dubai. Conversations about the mind, family and human experience become full episodes and moments worth sharing.

December 2023 - Present

Podcast Host & Producer

Hakaweena Al Samha · Dubai

Hosting and producing social, cultural and personal-development episodes, researching guests, conducting interviews and coordinating production. Planning 3-5 episodes and 2-4 guest interviews monthly. Publishing long-form conversations and adapting them into platform-native clips.

April 2023 - December 2024

Voice-over Artist & TV Presenter

Reporters TV · Dubai

Voice-over for news, reports and documentaries. Presenting weekly live and recorded programmes with clarity and confidence, and working with production teams on new programme formats.

2020 - Present

Independent Content Creator & Presenter

Digital content · Across platforms

Developing content strategies, creating videos, short-form clips and live content. Building an engaged community through storytelling and interactive media while tracking performance and engagement.

Selected conversations



Mental health is part of everyday life

With Dr. Moaz Sharafi



Parenting in a connected world

With Khalid Ali



When pain becomes hope

With Maab Adel

Self-development

When less knowledge brings more confidence

With entrepreneur and coach Bakri Saif

A strong foundation. A curious mind.

2017**Bachelor of Arts in Geography**

Omdurman Islamic University, Sudan

2023 TV News Presenting Skills · Reporters

40 hours, August 2023; training and graduation certificates.

2021 Mastering the Art of Telesales · Edara / Virgin Mobile

Telesales training and applied communication skills.

2020 Voice Over · إذاعة شذى / Shatha Radio

Voice-over course, October 2020.

2016 English Language / Communication Skills

English Cultural Centre; advanced training and Level 7, grade: Good.

2016 Advanced English Communication · Kaplan Institute

Diploma in Advanced English Communication, August 2016.

2016 SPSS · Leicester Training Center

40 hours of training.

2016 Computer Application · Leicester Training Center

40 hours; grade: Excellent.

2017 Time Management

Time management skills and training.

2024 Recognition / شهادة شكر وتقدير

Federal Authority for Identity, Citizenship, Customs & Port Security.

Voice & Presentation / الصوت والعرض

Workshops, self-directed and professional training in voice and presentation.

Media & content

Podcast hosting & production

TV & radio presentation

Voice-over & storytelling

Interviews & live broadcasting

Content strategy & audience engagement

Let's start a conversation.

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