



Jahanzeb M Sajjad

Business Development Manager & IKTVA Champion at International SOS Al Rushaid

Al Khobar, Eastern, Saudi Arabia

Summary

Strong sales & business development professional with a demonstrated history of working with Fortune Global 500, PIF, NEOM, Saudi Aramco, Sabic, Petrochemicals, SEC, SWCC, EPCs, drilling contractors, consultants and engineering firms with commercial and technical expertise in Oil & Gas Drilling & Workover, Offshore and Medical Services, Healthcare management and Consulting

Experienced in identifying new business opportunities in line with Saudi Vision 2030 and IKTVA program goals, cultivating and maintaining relationships with executive business partners and spearheading effective sales and market penetration strategies by leveraging expertise and insight to implement forward-thinking and strategic business development solutions, while excelling at connecting with key decision-makers and quickly building profitable, lasting partnerships that sustain revenue growth.

Experience

International SOS Al-Rushaid Co Ltd

Business Development Manager

July 2021 - Present

Al Khobar, Eastern, Saudi Arabia

- Responsible for managing the joint venture's (JV) portfolio of the Fortune Global 500 and Public Investment Fund companies as clients, developing a healthy pipeline of new prospects and driving the profitable growth of cross border business to meet the goals and aspiration of the client and market first strategy and support the management of a portfolio of clients.
- Key member of the country's 100% growth year on year and awarded top commercial person of the FY23/24 in EME region
- Lead special projects operationally and commercially optimizing the service delivery and achieving record gross profit margin.
- Penetrated new key markets segments and gained 20% market share.

Contact

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Education

University of Bahrain

Master's degree, Finance

(2017 – 2020)

Prince Mohammed Bin Fahd

University

Bachelor's degree, Finance

(2011 – 2015)

Top Skills

Strategic Planning

Leadership

Market Research

Sales Management

Teamwork

Languages

Arabic (Proficient)

English (Advanced)

Urdu (Native)

Saudi Drill Co. Ltd

Sales Manager (Upstream & Downstream)

January 2019 - June 2021 (2 year 6 months)

Al Khobar, Eastern, Saudi Arabia

Leading the company's sales department and responsible for its day to day efficient running. Also focused on achieving set sales targets and on winning major new business for the company.

Duties:

- Looking for ways to create new revenue streams at every possible opportunity.
- Setting sales objectives and targets across the department.
- Developing commercial relationships with key customers and partners.
- Supporting all sales activities within the company.
- Constantly looking out for new sales and business opportunities in targeted markets.
- Providing regular and structured reports on performance to the board of directors.
- Attending relevant regional and local sales exhibitions and conferences.
- Conducting presentations at senior level and in front of live audiences.
- Implementing sales plans to meet agreed targets.
- Establishing Key Performance Indicators.
- Evaluating available resources.

Abdullah Al-Suwaiket Trading & Contracting Est.

Business Development Executive

January 2012 - December 2018 (7 years)

Al-Khobar, Saudi Arabia

- Responsible for penetrating existing and potential Oil & Gas key accounts (upstream & downstream)
- Retain and grow accounts through relationship building, issue resolution and consultative selling. Manage all aspects of the selling process, from prospecting, pre- qualification through to contract execution.
- Responsible for generating leads in and creating opportunities to accounts that the organization has not served in the previous years.
- Delivering presentations to clients and participates in relevant industry forums/ marketing events within the GCC.
- Hold pre-sales meetings and demonstrations and pull in relevant members of the organization (leadership, operations leads, technical sales, etc.).
- Accountable for developing the IKTVA Upsell Plan as per the bid strategy.