

Hani Nabulsi

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May 20, 2021

Blue Ridge Networks
Attention: Mr. Mark Webber
14120 Parke Long Ct, Suite #103
Chantilly, VA 20151
United States

Subject: Sales & Business Development Account Executive-application

Dear Mr. Webber,

I have been working internationally for the last 18 years (the Middle East and North Africa Regions with emphasis on Oil Producing Countries like Saudi Arabia, UAE, and Qatar). Before that, I worked in the USA market. My Sales, Business Development, and Management experience are focused on Technology, Engineering, Security, Geospatial, Infrastructure, and Professional Services. What I am bringing to this role with Blue Ridge Networks:

- Strong Customer Facing Experience in addition to Business Acumen, Mentor Mentality, Empathy, and Decisiveness.
- Markets served Oil & Gas, Petrochemicals, Telecom, Utilities, Consulting Firms, Local & Federal governments, Security and Defense.
- Superb customer relations management and experience. (all levels)
- My international experience sharpened my ability to deal with a wide variety of people, business cultures, and situations.
- When you are working Internationally you learn how to cross-function and coordinate between different locations, teams, and departments.
- Extensive work experience in managing territories and teams locally and remotely.

Please note that I never disconnected from the USA during my International Career and spent on average 3 months per year in the USA conducting business. I recently reallocated back to the USA to be home and looking for a career continuation that complements my long global experience.

I am just a phone call away and 15 minutes or less to spare to talk with me and that will help you understand my value and my experience.

Best regards,

Hani Nabulsi



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Sales, and Business Development Executive

Highlights

Accomplished International Technology Business Development, Sales & Operations Senior Executive with excellent customer-facing experience. Generated more than \$ 600 million in revenues in the last 18 years.

Skills

Business Development & Sales Cycle Management. Strategy Formalization. Strategic Accounts Management. B2B Sales. Commercial Prospecting. Acquiring and Retaining Accounts becoming a Trusted Advisor to Clients. Customer Satisfaction. Sales and Business Development Strategies. Forecasting. Account, and Territory Planning. Striking Alliances. Financial Management. Business Management. P&L Responsibility & Management. EBITDA & GP Management. Recruitment and Training. Negotiations. Experience in Startups. Business Acumen, Empathy, and Decisiveness. Microsoft Office.

Customer Engagement Skills

Enterprise Software. SaaS. Contract Renewables. Engineering Solutions. Geospatial Solutions. Geospatial. Infrastructure Solutions. Consultancy. Professional Services. Public Safety Solutions. Digital Transformation Big Data Management & Analytics. ERP & CRM. Cloud. Auditing. EPM Solutions. Manpower Supply. PM, CM Services. Facilities & Assets Management. Digitization Solutions. Complex Solutions

Markets Served

Utilities. Telco. Oil & Gas. Petrochemicals. Defense. Security. Public Safety. Renewable Energy. Waste Management. Local & Federal & Government. EPC. AEC. Consulting.

Professional Experience

VP-Sales and Business Development. UMESP, Bahrain / Saudi Arabia /USA

2017 – 2021

Engineering, GIS, Digitization, Analytics, Data Management Software Solutions, Consultancy, and Services Provider.

- Developed and executing the company's business strategies and plans to achieve and exceed growth and profitability targets by an average of 35% annually.
- Managed Alliances & Partnering with Major IT Companies, and Consulting firms Maintaining strong partnerships Driving continuous sales expansion with an average of 45% annually.
- Reviewed and analyzed complex contracts and agreements to ensure project success and profitability.
- Implemented data analytics, and trends to position company services and solutions in the markets.
- Attained more than \$10M in additional revenue by expanding existing markets and creating new ones.
- Optimized operations lowering cost and reducing waste increasing net profits by 35%.

Business Development Director / (Board Member). AMCL Holding- KBR JV, Saudi Arabia / Middle East/USA

2014 – 2017

An Engineering, GIS, PM, CM, Consultancy, Services & Solutions Provider.

- Headed a team of 20 sales and business development executives creating ever-lasting customer, resellers, channels, and VAR relationships to grow revenue and profits.
- Analyzed markets and business trends to identify competitive strategies aligning with corporate vision and targets.
- Built a robust business network by continuous prospecting and qualifying new leads to drive continuous market expansion.
- Negotiated complex contracts and agreements reducing project risk.
- (RFP), (RFQ), and (RFI) evaluation delivering timely and accurate responses.
- Developed a deep understanding of customer's environments, challenges, and business targets to delivering a compelling solution with high impact.
- Added more than \$60M in additional revenue by offering new Solutions, Services, Partnerships, and alliances.
- Increased annual sales by an average of 40% by introducing new lines of businesses and clients.

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Business Development Manager. UMESP (Startup), Bahrain / Saudi Arabia / USA

2008 – 2014

Engineering, GIS, Digitization, Analytics, Data Management Software Solutions, Consultancy, and Services Provider.

- Secured key business relationships with more than 30 major accounts/clients including ARAMCO, SABIC, Saudi Telecom, Ministry of Municipalities, SEC, Dubai Municipality, MWC Saudi, and many other large organizations in the region.
- Negotiated contracts and financial terms securing higher profits and shorter delivery time.
- Headed creative, impactful sales and business development strategies, focusing sales efforts on higher-margin opportunities to growing sales by 50% annually.
- Evaluated RFPs, RFQs, RFP's and RFI assuring prompt and accurate response.
- Boosted revenues by securing new projects with values exceeding 20 million \$.
- Raised client retention rates by 70% through dramatic enhancement of experience improvements.
- Prospected and secured new business opportunities, leveraging trade shows, cold calling, and networking to build and maintain a robust client base.
- Retained by major consulting firms to help in winning major projects such as EPM Project for \$100 from ARAMCO.

Regional Sales Director / Acting Country Manager. Bentley Systems Inc, USA / Middle East Region

2002 – 2008

An Engineering, Geospatial, and Infrastructure Software Solutions provider.

- Directed a team of 25 Sales, Business Development, and Technicians throughout the region.
- Managed the sales of a company's products & services throughout the Middle East region.
- Implemented CRM system to manage and Track Sales pipeline improving revenue visibility.
- Increased software annual subscriptions and maintenance agreements renewals by an average of 33% annually.
- Grew overall sales by an average of 20% or more per year.
- Improved client retention by 50% through the development and establishment of reliable customer experiences and superb relationship acquisition and retention.
- Secured and maintained key business relationships with more than 50 major accounts, including ARAMCO, SABIC, Saudi Telecom, Federal and Local governments in the region.

Prior Experience

- **Project Manager.** ICS International (USAID Subcontractor), McLean, VA,
- **Business Development / Operations (US Government Contractor).** Comptronics, Inc, McLean, VA
- **Sales Manager Automation Solutions.** Gestetner (UK) Jerusalem
- **External Auditor / Business Consultant.** Arthur Andersen & Co., USA / Middle East

Education

- **Master of Business Administration (MBA) in Marketing:** National University, San Diego, CA
- **Bachelor of Science in Business Administration:** Bir Zeit University, Jerusalem

Training & Development

- Seminars: Waste Management, Renewable Energy, Smart Cities – USA, UAE, Saudi Arabia 2014 – 2018
- Training seminars with Bentley Systems – Sales, Technical & Operational 2002 – 2008
- Training: Principals of Audits – College DeLuman, Geneva, Switzerland