



BESIR JADDAA

-  Riyadh, Saudi Arabia 21445
-  +966531099063
-  basharjaddaa@gmail.com
-  <https://www.linkedin.com/in/bashar-jaddaa-b2431597>

PROFESSIONAL SUMMARY

I have dedicated my professional work to combine engineering knowledge with corporate needs for sales and product development. In my career, I gained knowledge and understanding of manufacturing capabilities for the required product, then went on to develop business plans to begin selling and gaining customer base. I have also developed great communication skills between manufacturing, B2B and end customer segments. I believe I have the capabilities to merge those channels to create added value for all shareholders in the corporate environment and for end user as well.

As my current position continues, I have developed greater knowledge in the development of business plans for real construction projects that require Country Standard products and specifications and requirements for the projects. Through our work, we analyze and understand the construction needs of the projects in order to develop a time frame for the completion of the intended product. Through that, I gained more experience in communication with professional personnel who work at a corporate level in order to meet their needs and requirements.

WORK HISTORY

PROJECT SALES ENGINEER, 08/2023 - Current

Albadaha Company for Modern Industries, Riyadh, Saudi Arabia

At Albadaha, my main responsibility is the aquasation of new construction projects by creating relationships with the project managers and company officials. We then work to create engineering plans for the required construction work requested by the company, including industrial marble counter tops and other engineering work.

SALES MANAGER, 07/2019 - 07/2023

Almada Company for Electricals L.L.C, Jeddah, Saudi Arabia

I worked at several departments at Almada company.

- 1) Retail Sales : in store, the main objective was to gain and maintain a new client base with the goal of providing high quality - durable LED fixtures and other electrical accessories.
 - 2) Warehouse inspection: Managing and maintaining track record of goods transported in and out of the storage facility.
 - 3) Wholesale: Target was to create a new data base for wholesale clients by providing them with good quality lighting goods at competitive prices.
- Accounting: Record and keep track of client accounts.
Company Relations: Look for new factories and establish partnership with suppliers of lighting fixtures.

CIVIL ENGINEERING INTERN, 01/2017 - 03/2017**ISTON**, Istanbul, Republic of Turkey

Practiced civil engineering work at ISTON company by accompanying civil engineers in their routine visits to construction sites and railroad construction. Began real work experience in reading constructions plans and project managment plans for the current projects.

SKILLS

- Microsoft Office
- Autocad
- Dialux Evo
- ETABS for construction planning
- Client relations
- Account management
- Solutions engineering
- Business development
- Product roadmapping
- Data management
- B2B sales

EDUCATION

Zahraat Alsahraa International School, Jeddah, Saudi Arabia, 02/2009 - 06/2012
High School Diploma: General

Istanbul Kultur University, Istanbul, Turkey, 09/2012 - 01/2018
Bachelor of Engineering: Civil Engineering

LANGUAGES**English**

Fluent

Arabic

Fluent

Turkish

Native

ACCOMPLISHMENTS

Signify Lighting Academy
Certificate of Completion

Lighting Essentials - Theory

CERTIFICATIONS

Signify Lighting Academy
Certificate of Completion

Lighting Essentials - Theory

RESEARCH

3D Printing for Construction Sites

Corporate turnaround- Deeper understanding of corporate turnaround by case studying Nissan and Nokia