

TAMEEM ALZOABI MBA, EEng

Business Development Director

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PROFESSIONAL SUMMARY:

Accomplished Business Development Director with more than 19 years' experience in driving growth through strategic planning, market research, sales strategies, and effective negotiation globally. Skilled in leadership, customer-centric approaches, and collaborative business plan execution. Known for adaptability, resilience, and strong communication, with proven expertise in fostering stakeholder relationships to achieve sustainable success. Pursuing full-time role that presents professional challenges and leverages interpersonal skills, effective time management, and problem-solving expertise..

WORK EXPERIENCE

Head of Global Business Development

EarthWatch (Decarbonization Consultant)

03/ 2024 – today

- Conduct market data assessment and analyze global markets to uncover client prospects, industry trends, and expansions of market opportunities.
- Identify new business models, revenue streams, and service offerings focused on decarbonization and sustainability of businesses environment.
- Lead client acquisition, build strategic partnerships, and collaborate with sales to enhance client engagement.(10 new prospective clients)
- Align with product development to meet market and client needs, ensuring relevance in sustainability and net-zero goals.
- Prepare board reports of business progress, updates, challenges, opportunities, growth and developments
- Establish thought leadership through events, publications, and staying updated on regulations, technology, and best practices.(participate in 8 events in 5 months)

Business Development Director

AEES (Heat Pump & Renewable Energy)

08/ 2023 – 03/ 2024

- Led renewable energy projects in solar and heat pump technology, integrating advanced storage for efficiency.
- Conducted research and feasibility studies, expanding AEES's portfolio and revenue.
- Developed market entry strategies, securing 5 distribution channels and 20 clients in 2 months.
- Created and executed sales strategies for large-scale projects, negotiating high-value contracts.
- Fostered relationships with government, private, and international stakeholders.
- Enhanced brand visibility through rebranding and participation in industry events.
- Established KPIs to track growth and business plan execution.
- Strengthened supplier relationships with regional visits for cost-effective procurement.

Achievements:

- Successfully launched multiple renewable energy and heat pump projects, contributing to AEES's reputation as a leader in sustainable energy solutions.
- Increased AEES's market share and sales in the MENA region through strategic partnerships and effective sales strategies.
- Enhanced the company's brand identity with a strong trusted capable sales team.
- Lead Sales Engineering Team with a strategic plan to increase engineering services and creative solutions for customer satisfaction.

EDUCATION

Electrical Engineering
/Communication & Electronics
Jordan University of Science and Technology

Master of Business Administration
(MBA)
Manchester Business School

CERTIFICATION

- ◆ Certified Finance Professional- CFP
- ◆ Sales Professional Certificate,
- ◆ Economics and International Business Certificate
- ◆ Creativity and innovation in business
- ◆ IBM information management solution

SKILLS

- ◆ Supervision and Leadership
- ◆ Relationship Management
- ◆ Global Sales and Negotiations
- ◆ Strategic Planning
- ◆ Program management
- ◆ Creative thinking
- ◆ Budget Management
- ◆ Analytical mindset
- ◆ Market research and analysis
- ◆ Financial management
- ◆ Customer Service
- ◆ Business Strategies
- ◆ Innovations
- ◆ Communication
- ◆ Deliver Presentations
- ◆ Proposal Development and Management
- ◆ Collaboration
- ◆ Teamwork and Collaboration
- ◆ Public Speaker
- ◆ HR Management
- ◆ CRM Systems

Business Development Director

KSP (Renewable Energy)

08/2021 – 02/2023 Jordan, Amman

KSP was founded as a solar energy solution supplier in Jordan to deliver clean energy solutions by merging IRP and Kingdom Sun company to provide an opportunity for international and industrial investments in the field of solar energy.

- Implement effective strategies for organizational learning, and staff members are regularly trained on new developments in the field.
- Establish and support relationships with key clients such as Malls, Trade Companies, Manufacturers. 3MW of solar projects
- Clarify plans and strategies to expand the scope of work and position the company as a consulting firm for renewable energy projects
- Monitoring and analyzing sales metrics and KPIs to measure success and identify areas for improvement
- Developing strategic partnerships and alliances with key stakeholders such as Huawei, JFY, SIRRA, Philadelphia Solar and more resulting in increased sales and revenue growth of more than 20%

Managing Director

IRP (Renewable Energy)

01/2018 – 07/2021 Jordan, Amman

Innovations Renewable Power L.L.C is one of the first solar power companies in Jordan to install renewable solutions for residential, industrial, and retail sectors.

- Promoted organization via social media, events, and news.
- Forged partnerships with energy sector leaders.
- Reduced supply costs by 30% through contract renegotiation.
- Implemented financial policies, controls, risk, and asset management.
- Oversees financial operations, ensuring regulatory compliance and best practices.
- Collaborates with government on energy sector investment policies and legislation.

Executive Director / Co-Founder

TIC (IT R&D)

10/2016 – 01/2018 UAE, Dubai

As Executive Director I had a range of responsibilities, including developing the overall strategic direction of the organization, overseeing all personnel, programs, and policies, managing finances and ensuring compliance with regulations, and fostering a culture of learning and innovation within the organization.

- Act as the primary spokesperson for the organization at public forums, media interviews, and events while implementing commercial strategies aligned with company goals to drive growth.
- Open new marketing channels and establish strategic alliances in Asia and Europe.
- Coaching and professional development to staff, ensuring they are well-trained and equipped for their roles, while facilitating effective communication and collaboration to keep the team informed of organizational priorities and progress, reducing paperwork by 75%.

Achievements:

- Designed an interactive object recognition solution for Automobile, Retails and Real Estate industries, allowing interaction between products and end user.
- Created a virtual chemistry lab app for education using VR technology.
- Built strategic alliances with international partners that resulted in creating interactive retail solutions.

Language:

Arabic – Native

English – Advanced

Volunteer Work:

Board Member

[Renewable Energy Establishments Society \(REES\)](#)

Researcher

[National Center for Human Resources](#)

Researches and Studies:

- The Gap between the Supply And Demand Sides of the Sector Electricity Supply and Renewable Energy, 2022.
- Demand and Supply sides within Sector of Packaging Printing Industry 2023
- Demand and Supply sides within Sector of Jewelry 2023

Global Sales / Business Development Manager

DTP (Aviation – Airports ICT)

02/2005 – 07/2016 UAE, Dubai

As DTP being Amadeus (UFIS-AS previously) airport systems partner, working closely with Leading IT Providers, the responsibilities:

Sales/Business Development Strategy:

- Prepare sales plan strong client base (Established first International Accounts within GCC such as Saudi Arabia, Oman, Qatar, Kuwait, and Bahrain Airports)
- Surpassed annual quota by 12 %.
- Design and implement effective process for managing program operations, services delivered efficiently and effectively.
- Build relations with consultants and contractors, national and International (Adbi, Arabtic, TAV.).
- Set up strategies, targets, and budgets for all new opportunities and evaluations.
- Sign partnership agreements with IBM, GreyMatter, MDS, GMB, EMITAC.
- Recruitment of channel partners within GCC.
- Identified AED 20 million in revenue opportunities by collaborating with partners.
- Evaluate competitors, by analyzing their Objectives, Capabilities, Resources, Strategies, Market Share, Products & Services, Marketing, Experience
- Negotiate and complete agreements and contracts with strategic and preferred partners.
- Represent the organization at industry events, conferences, and other forums, and advocate for the organization's interests and priorities.

Client Management

- Manage a portfolio of clients by revenue/transaction growth and developing innovative value-add solutions
- Create Processes responsible for client satisfaction and maintaining client communication which have cut the follow-up process's time around 20-30 hours a week.
- Carry out development & enhancement plans with clients for overall solutions delivery management.
- Oversees continuous and effective solutions and ensures project completion
- Work with clients for new year products and services development budgeting.

Project Management

- Regular meeting with all project stockholders to define the project health
- Consulted with heads of departments before the implementation
- Developed and directed the project plan, including project scope, development/delivery schedule, resource requirements, integration efforts and budgets ensuring successful product implementation

Bid Manager (Acting)

DTP (Aviation – Airports ICT)

01/2012 to 07/2016 UAE, Dubai

- Completed Request for Proposals (RFP) > \$150M
- Preparing Technical and commercial proposals (Kuwait Airports, Saudi Airports, Bahrain Airport, Oman Airports).
- Relations with international sub-contractors, vendors, and joint partners.
- Prepared multi-million dollars Airport complex solutions and services opportunities.
- Commercial discussions and negotiations.
- Working at the CEO, and Director Levels (internal and external customer).
- Assist in setting financial targets and budget development and monitoring

Technical Sales Manager

Future Media (Media Services – Airports Services)

05/2003 to 01/ 2005 UAE, Dubai

Plan, organize, direct, control and evaluate the activities and operations of an engineering department.

- Monitors the efficient distribution of sales reports. policies, standards and procedures for the engineering and technical work performed in the department which resulted in 21% performance increase.
- Operational cost saving by 25%. Lead a team on various projects in Airport and give all supports required to execute all projects according to schedule and with the approved budgets.
- Directs the implementation of the project with Dubai International Airport.