

Confidential

**Nationality:** Yemeni  
**Date of Birth:** 1980  
**Current Address:**  
Kuala Lumpur,  
Malaysia

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**Life philosophy:** If you don't have any shadow, you are not standing in the light!  
**Mobile:** +60 11-3763 4306

## Mohammed Bin Abdullah

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### Objective

To find opportunity which will enable me to participate in the success of the place and add my significant sight to be remembered for years to come during company life.

### Experience

#### Freelancer

**Kuala Lumpur, Malaysia**

**Jan 2017– Present:** Business Development Manager and member of committee of preparing conferences, trainings, seminars, workshops and tourism packages

#### Emirates Airline

**Sana'a, Yemen**

**Sep 2011– Dec 2016:** Commercial/Sales Executive

#### SabaFon (Telecommunication industry)

**Sana'a, Yemen**

**Aug 2009 – Sep 2011:** Communication Supervisor, Marketing dpt

**Nov 2006– Aug 2009:** Service Centers Supervisor, Sales & Marketing dpt

**Nov 2003– Nov 2006:** Service Center Specialist, Sales & Marketing dpt

**Nov 2002– Nov 2003:** Service Center Coordinator , Sales & Marketing dpt

**Aug 2001– Nov 2002:** Service Center Executive, Customer Care dpt

### Academic Qualification

#### Education

**Kuala Lumpur, Malaysia**

- I'm a master's-degree student, studying master of Communication (Media Management) Faculty of Leadership and Management at USIM 4<sup>th</sup> semester, Kuala Lumpur Malaysia
- Bachelor degree in Business Management, Science & Technology University, Sana'a – Yemen.
- High School diploma, KSA

#### English Certificate

**Sana'a, Yemen**

- 2002 – 2006 has met English Language proficiency standards at Yali (Yemen America Language Institute)

### Short Courses

#### The International Scientific Forum

**Langkawi Island, Malaysia**

- 19-21 Nov 2017: presented and contributed at The First International Conference on Sustainable Development

#### ARID (ARAB RESEARCHER ID)

**Langkawi Island, Malaysia**

19<sup>th</sup> Nov 2017: Participation certificates in the following Executive training courses:

Improving Researcher Personal Skills	Scientific International Publication Standards
Effective Presentation Skills	Using Technologies In Education – Future Learning

<b>Filspay Academy</b>	<b>Kuala Lumpur, Malaysia</b>
<ul style="list-style-type: none"> <li>• 22<sup>nd</sup> July 2017: Electronic Marketing</li> <li>• 8th July 2017: Ladder Values and Ranking Priorities</li> </ul>	
<b>Emirates Aviation College</b>	<b>Dubai, United Arab Emirates</b>
<ul style="list-style-type: none"> <li>• 06-10 Jan 2013: Cornerstones of Airlines Sales</li> <li>• 30- 31Jul2013: High Impact Sales</li> <li>• Many online courses and CRM users' course (Salesforce.com)</li> </ul>	
<b>Meirc Training &amp; Consulting</b>	<b>Dubai, United Arab Emirates</b>
<ul style="list-style-type: none"> <li>• 09-10 Jul 2007: Communication &amp; dealing with difficult customers</li> <li>• 17 – 20 Sep 2006: Sales Planning &amp; Territory Management</li> </ul>	
<b>TM Malaysia</b>	<b>Kuala Lumpur, Malaysia</b>
<p>4 – 15Jul'05: Intensive course of Sales, Marketing &amp; Customer Service Management</p> <ul style="list-style-type: none"> <li>• Business Communication</li> <li>• Customer Service Management</li> <li>• Total of Customer Care</li> <li>• Direct selling skills</li> </ul>	
<b>IMI (International Marketing &amp; Management Institute)</b>	<b>Cairo, Egypt</b>
<ul style="list-style-type: none"> <li>• Jul 2002: Business Etiquette of Customer Interaction course</li> </ul>	
<b>Amideast</b>	<b>Cairo, Egypt</b>
<ul style="list-style-type: none"> <li>• 6 May – 7 Jun 2006: Practical Management Skills</li> </ul>	
<b>Performance International Institute</b>	<b>Sana'a, Yemen</b>
<ul style="list-style-type: none"> <li>• 26-29 Dec 2009: Marketing Skills</li> <li>• 22-25 Feb 2009: Mastering Selling Skills</li> </ul>	
<b>Talal Abu-Ghزالah International Institute</b>	<b>Sana'a, Yemen</b>
<ul style="list-style-type: none"> <li>• 6 – 9 Jun'09: Finance for Non-Financial</li> <li>• 31 Oct – 03 Nov'09: Budget Preparation</li> </ul>	
<b>Shaher for Marketing &amp; Management Consultancy</b>	<b>Sana'a, Yemen</b>
<ul style="list-style-type: none"> <li>• 23 – 27Jul 2005: New Techniques in Meeting Customer Expectations</li> </ul>	
<b>New Horizon</b>	<b>Sana'a, Yemen</b>
<ul style="list-style-type: none"> <li>• 11May – Jun 2007: Excel</li> </ul>	

## Strengths

- |                                     |                                       |
|-------------------------------------|---------------------------------------|
| ✓ Able to reallocate per work needs | ✓ Have overall departments experience |
| ✓ CRM familiar                      | ✓ Management skills                   |
| ✓ Motivator & Leader                | ✓ Efficient background                |
| ✓ User Experience                   | ✓ Mobile devices & applications       |
| ✓ Good Communicator                 | ✓ Reports' good presenter             |
| ✓ Building high spirit team         |                                       |

## Appreciation

<b>Comprehensive Wealth Academy</b>	<b>Kuala Lumpur, Malaysia</b>
<ul style="list-style-type: none"> <li>- Certificate of Appreciation for the contribution as organizing committee at the Comprehensive Wealth conducted from 10<sup>th</sup> – 14<sup>th</sup> Feb 2017</li> </ul>	

**The International Scientific Forum**

**Langkawi Island - Malaysia**

- Certificate of Appreciation for the valuable contribution as an organizing committee at the **ARID INTERNATIONAL SCIENTIFIC FORUM AISF2017 - ALMAHFAL**.

**Languages**

- ✓ Arabic: Native
- ✓ English: Proficiency Level
- ✓ French: Beginner

**Most Proud of**

✓ **Building high spirit team**

Build a strong team and utilize their potential energy to have high work spirit and enhanced the family general work atmosphere

✓ **Growth**

Success to develop communication with market, audience and media players and raised the awareness to maximum possible. Exceed the target through new strategies

**Personal Profile**

Active, Sincere, Non-smoker.

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Note: References and copies of certificates are available upon Request!