

# Wael Noval

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## Professional Summary

Skilled Business Development leader offering many years of experience in leading operations and enhancing revenue. Bringing expertise in client acquisition and contract negotiation, along with excellent interpersonal communication, relationship-building and team leadership abilities. Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

## Skills

- Self-motivated, willing to take initiative, be trusted and work relatively independently
- Excellent communication & presentation skills
- Ability to learn quickly and adapt to changing environments
- Proven ability to solve problems in nonstandard and innovative ways
- Strong analytical and project-management skills
- Experience managing multiple projects with competing priorities
- Proposal Development
- Sales Closing
- Project Management
- Client Consultations

## Work Experience

**Senior Business Development Manager**, 04/2019 to Current

**Pioneers Vision Medical** – Riyadh, KSA

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Taught consultative selling techniques to new and existing staff members to build expertise.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Represented company and promoted products at conferences and industry events.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.
- Generated new business with marketing initiatives and strategic plans.

**Commercial Director**, 01/2011 to 03/2019

## **Midad Holding Company**

- Responsible for the co-ordination and preparation of the tender submissions for projects
- Perform a detailed review of enquiry documents to enable full understanding of requirements, ensuring all requirements are identified for inclusion or qualification
- Co-ordination of internal and external support to provide input into the proposals
- Ensure co-ordination of technical and commercial clarifications and liaise with client to seek further information as required
- Provide the lead in proposing a technical and commercial solution to meet the client's needs
- Follow the processes for internal approvals and prepare the relevant documentation for presentation to management
- Manage the proposal schedule ensuring timely completion
- Carry out a risk assessment and identify what risks require mitigation to an acceptable level either by cost or qualification
- Prepare the proposal cost estimate including obtaining accurate costs for presentation to management
- Review and co-ordination of all technical and commercial qualifications for presentation in the submission
- Preparation of the final submission document that clearly explains proposed solution and Contractor benefits
- Liaise with client during proposal evaluation process, co-ordinating clarifications, negotiations and responses
- Attend bid clarification meetings, preparing and giving presentations of the proposal as required.

## **Safety & Security Division Manager, 03/2007 to 12/2010**

### **STISCO (Specialized Technologies for Industrial Supplies co. Ltd.)**

- Create the Safety & Security department in the company (STISCO)
- Initiate and manage development of new safety & security products
- Identify and promote new products and market opportunities
- Develop and execute business strategy
- Plan, initiate, and commercialize new projects
- Sales of police safety and armored ware/equipment; crime laboratory and forensic materials such as live scan fingerprint capture; automated fingerprint identification; access control monitoring; perimeter intrusion detection; explosives and drug detectors
- Involve in Tender/RFQ processing and proposal
- Co-ordination with Consultants and follow-up with Contractors
- Support pre-sales technical discussions
- Project site visits to assist with project tracking and billing
- Support troubleshoot issues, develop solutions and drive to closure

- Project status tracking.

**HR Director**, 03/2003 to 03/2007

**Bandariyah International Company (BIC)**

- Sales Supervisor
- Sales of police safety and armored ware/equipment; crime laboratory and forensic materials such as live scan fingerprint capture; automated fingerprint identification; access control monitoring; perimeter intrusion detection; explosives and drug detectors
- Involve in Tender/RFQ processing and proposal
- Co-ordination with Consultants and follow-up with Contractors
- Support pre-sales technical discussions
- Project site visits to assist with project tracking and billing
- Support troubleshoot issues, develop solutions and drive to closure
- Project status tracking.

**Sales Engineer**, 06/2000 to 03/2003

**Al Abdulkarim Group (AKTE)**

- Sales of electrical power line, distribution & control equipments & accessories with their particulars
- Estimation & costing of electrical projects
- Dimensional drawings of electrical distribution panels
- Prepared weekly & monthly project reports, Control & monitor quantities, Prepare cost
- Tracking of material delivery schedule, check material arrivals and follow-up on anticipated delays in respect of contractor supply items.

**Education**

**Training courses on Forensic Document Examination equipment at " Kjell Carlsson Innovation "**  
**Stockholm - Sweden**

**Training courses at SPEX Forensics the leading manufacturer and supplier of Forensic Light Sources & Fingerprint systems (AFIS): 01/2009**

**Edison, NJ - USA**

**Bachelor's degree in Electrical Engineering: 01/2000**

**Tishreen University - Latakia, Syria**

**Languages**

**Arabic**



Native or Bilingual

**English**



Full Professional