

Abdullah Alessa

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Professional Summary

With a successful history at Jadeer Digital Company, excelling in strategic partnerships, business planning, and team leadership. I demonstrated the ability to drive revenue growth, exceeding sales targets by over 30% at Dunkin SA, while delivering exceptional customer service. Skilled in negotiations and relationship management, I translate business goals into measurable success through innovative strategies and effective team collaboration.

Education & Short Courses

Bachelor of Law College of Law & Political Science - King Saud University, Riyadh, Saudi Arabia	<i>Sep 2022 – May 2025</i>
Diploma in Law College of Applied Studies and Community Service - King Saud University, Riyadh, Saudi Arabia	<i>Sep 2019 – Dec 2021</i>
Fundamentals of digital marketing (Course) Google Exceed LMS	<i>Aug 2023 – Sep 2023</i>

Skills & Interests

Team Leadership | Excellent Communication | Decision Making | Problem Solving | Strategic Partnerships
Business development and planning | Training and mentoring | Intermediate Microsoft Office
Legal Research | Case Law Analysis | Music Exploring | Saudi Traditional Clothing Enthusiast

Work Experience

Business Development Manager	Jadeer Digital Company, Riyadh <i>Sep 2022 – Dec 2024</i>
<ul style="list-style-type: none">Developed an online platform and mobile application for remote legal consultations.Established relationships with companies and marketed the platform to over 15,000 lawyers in Saudi Arabia from international and local firms as well as individual practitioners.Spearheaded the development of a proprietary video and audio communication app for our company from the ground up through collaboration with technology firms.	
Store Manager	1886 Fashion, Riyadh <i>Apr 2023 – Jun 2023</i>
<ul style="list-style-type: none">Spearheaded the development and implementation of a tailored inventory management system, optimizing stock levels and operational efficiency.Achieved a significant 40% boost in sales within a two-month timeframe through strategic adjustments and targeted promotions, demonstrating a deep understanding of consumer behavior.Revamped the sales system to prioritize customer interactions and streamline transaction processes, resulting in improved customer satisfaction and loyalty.	
Store Manager	Dunkin SA, Riyadh <i>Nov 2021 – Sep 2022</i>
<ul style="list-style-type: none">Led a team of sales and business development professionals, fostering a collaborative environment to achieve business objectives.Provided coaching, mentorship, and guidance to enhance team performance and productivity.Developed customer service initiatives to improve client engagement and retention.	
Sales Representative	Dunkin SA, Riyadh <i>Jul 2021 – Nov 2021</i>
<ul style="list-style-type: none">Developed customer service initiatives to improve client engagement and retention.Built and maintained strong relationships with key customers, ensuring high levels of satisfaction and loyalty.Expertly executed upselling techniques, consistently increasing average transaction value by recommending premium products and add-ons.	

Volunteering

Crowd Control Volunteer for COVID-19 Vaccination	King Saud University, Riyadh <i>Apr 2021 – May 2021</i>
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