

ABDULAZIZ ALDOBIB, PMP®

PMP® Certified Business Operations & Sales Operations Professional

Business Operations | Sales Operations | Project Coordination | Process Automation | Data Analytics

Qassim, Saudi Arabia | Open to Relocation

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PROFESSIONAL SUMMARY

PMP-certified Business Operations and Sales Operations professional with hands-on experience in project coordination, process automation, ERP-supported workflows, data analytics, and multi-branch industrial operations. Operates above traditional sales coordination by connecting commercial execution, inventory movement, quotation management, reporting automation, and cross-functional decision support across Sales, Production, Logistics, Planning, Warehouses, Procurement, Customer Service, and Executive Management. Strong record of improving operational speed, digital sales performance, reporting visibility, and execution discipline across Saudi/GCC business environments.

KEY CAREER HIGHLIGHTS

- Reduced quotation reporting preparation time by 95%, from 5 hours to 15 minutes, through automation and process redesign.
- Improved digital sales performance by over 45% through pricing optimization, workflow automation, and operational monitoring.
- Managed marketplace operations generating approximately SAR 2.5 million annually across 169 products and 25 warehouses.
- Developed 12+ automation solutions and implemented 25+ workflow improvements using Python, Selenium, Streamlit, and ERP-integrated processes.
- Delivered 50+ dashboards, KPI reports, and business analyses supporting executive leadership and operational decision-making.
- Supported operational execution across 24 branches and approximately 70 employees.

CORE COMPETENCIES

Business Operations | Sales Operations | Project Coordination | Process Improvement | Workflow Automation | Data Analytics | Power BI | Dynamics 365 | Inventory Coordination | Order Management | Pricing Analysis | Stakeholder Management | Cross-Functional Collaboration

PROFESSIONAL EXPERIENCE

ALWASAIL INDUSTRIAL COMPANY

Marketing Specialist | Sales Operations & Project Coordination

2024 - Present

- Coordinate operational execution across 24 branches and 25 warehouses, aligning Sales, Production, Logistics, Planning, Warehouses, Procurement, Customer Service, and Executive Management.
- Manage marketplace operations generating approximately SAR 2.5M annually, covering 169 products and an average of 190 customer orders per month.
- Streamline quotation management, order management, inventory coordination, urgent orders, pricing workflows, and ERP-related processes using Dynamics 365, Excel, Power BI, Python, Selenium, and Streamlit.
- Resolve 30-50 operational and customer-related cases monthly, improving issue visibility, stakeholder response, and execution follow-through.
- Automated quotation reporting and operational data workflows, reducing preparation time from approximately 5 hours to 15 minutes.
- Developed 12+ automation solutions, implemented 25+ workflow improvements, and delivered 50+ dashboards, KPI reports, and business analyses.
- Analyzed competitor activity, pricing trends, marketplace performance, inventory data, and sales performance to strengthen commercial and operational decisions.
- Improved digital sales performance by more than 45% through pricing optimization, operational monitoring, inventory synchronization, and workflow automation.

ADDITIONAL EXPERIENCE

VITAMIN KAIF CAFE | Owner & Operations Manager | 2018 - 2022

Owned daily operations for approximately 4 years, managing procurement, inventory, sales, customer service, supplier coordination, cost control, a 2-person team, and average monthly sales of approximately SAR 15,000.

LUXURY BRAND | Founder & Operations Manager | 2015 - 2017

Managed supplier coordination, inventory management, sales operations, customer engagement, product sourcing, and day-to-day commercial execution.

FIVERR | Freelance Web Developer | 2013 - Present

Completed approximately 42 projects involving web development, dashboards, workflow solutions, domain recovery, domain security, SSL certificate implementation, and business process solutions.

DAR AL-ITTIJAR COMPANY | Purchasing Representative | 2011 - 2012

Coordinated procurement support, vendor communication, purchase order processing, purchasing documentation, and supplier follow-up.

CERTIFICATIONS

PMP® - Project Management Professional, PMI | CISCPC® - Certified International Supply Chain Professional | CISCMP® - Certified International Supply Chain Manager | CISCC® - Certified International Supply Chain Consultant

EDUCATION

BA in English Language - Applied Linguistics, Mustaqbal University

TECHNICAL SKILLS

Dynamics 365 | Power BI | Excel | Python | Selenium | Streamlit | Dashboard Development | Business Process Automation | Workflow Optimization | Reporting Automation | Sales Operations Analytics

LANGUAGES

Arabic - Native | English - Fluent