

Elwalid Salih

Business Development

Skilled Business Development leader offering 15+ 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. Building Strategic Partnership, developing new revenue streams, Results-driven and proactive with demonstrated record of accomplishment in meeting and exceeding sales and revenue objectives.

Work History

2021-09 - Current	Sudatel Academy Director <i>Sudan Telecom Company</i>
2020-02 - 2021-08	B2B Sales Planning and Operations Senior Manager <i>Sudan Telecom Company</i>
2019-02 - 2020-01	B2B Sales Planning & Solutions Senior Manager <i>Sudan Telecom Company</i> Planning & forecasting corporate services, product portfolio management, technical solutions design and offer, partner and channel management.
2016-11 - 2019-01	B2B Sales Solutions Manager <i>Sudan Telecom Company</i> - Presentation and Solution design - Prepare and negotiate customer quotations - Quotations and Contracts Management
2013-01 - 2016-10	B2B Sales Senior Account Manager <i>Sudan Telecom Company</i> Public Segment Senior Account Management.
2009-01 - 2012-12	CTO <i>Datanet</i>



Contact

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Websites, Portfolios, Profiles

- <https://www.linkedin.com/in/waleed-abusham-07183a169/>

Skills

IT Solutions

Motivation

Sales Analysis

Market Research

Goal Achievement

- Chief Technical Officer, designing technical solutions based on customer requirements, implement solutions and project management.

2006-01 -
2009-01

Advanced Services Manager

Datanet

- Planning, Developing and Managing new products and revenue streams.

2002-02 -
2006-01

Marketing Manager

Datanet Co.

- Planning, Developing Marketing Plans and Market research
- Developing new products and services
- Marketing Mix.

2000-01 -
2002-01

Programmer

Self Employment

- Developing purchasing, sales and accounting systems.

1997-01 -
2000-01

Academic Manager

University of Gezira - Diploma program

- Maintain University Curriculum, Manage courses and certification

1995-01 -
1997-01

IT Manager

Save The Children Fund (SCF) UK

- Sudan IT Projects Management

1992-01 -
1995-01

Teaching Assistant

University of Khartoum, Faculty of Engineering

- Engineering Drawing Lab, and Computer Simulations experiments.

Education

1987-02 -
1992-05

Bachelor of Applied Science (B.A.Sc.) - Engineering: Engineering

University of Khartoum - Khartoum

2007-01 -
2009-05

MBA: Business Administration

University of Khartoum - Khartoum

2011-01 -
2012-05

Associate's Degree - Marketing: Marketing

Result Orientation

Stakeholder

Communication

Strategic Partnerships

Business Development

Leadership

Communication

Innovation

Creativity

Recruitment

Management

Key Performance

Indicators

Performance

Management

Negotiation

Client Relationships

Partnership

Development

Data Analytics

Market Analysis

Software

Oracle ERP



Microsoft Office



Odoo



MS Project



MS Excel Expert



College of Management, Executive Education -
South Africa

**2020-03 -
Current** **Doctor of Philosophy (Ph.D.) - Business
Administration: Business Administration**
University of Khartoum - Khartoum
Status: Expected

Certifications

2025-06	Certified Artificial Intelligence Consultant CAIC, United States Artificial Intelligence Institute
2017-05	Certified Training of Trainers, University of Stanford
2016-02	Certified Sales Manager, American International Institute
2026-02	Artificial Intelligence Certified Trainer, AICerts
2026-02	AI+ Government, AICerts

Languages

Arabic, English: Native
language

Arabic

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Proficient (C2)

English

● ● ● ● ● ●
Proficient (C2)