

ABDULKADIR KAYA

Riyadh, Saudi Arabia (Currently on Visit Visa – Available Immediately)

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Nationality: Lebanese & Turkish

Business Development & Sales Specialist – Petroleum, Petrochemicals & Energy

Profile Summary

Business Development and Sales professional with 10+ years of experience in petroleum, petrochemicals, LNG, and energy sales across the Middle East. Skilled in feasibility studies, tender preparation, strategic investments, and client acquisition. Proven track record in expanding portfolios, securing long-term contracts, and building partnerships that support market growth. Based in Riyadh, available immediately.

Core Competencies

- Petrochemical Business Development | Strategic Investments | Feasibility Studies
- Petroleum & LNG Trading | Downstream Contracts | Market Expansion
- Tender & Proposal Management | Contract Negotiation | Client Acquisition
- Strategic Partnerships | Portfolio Growth | Vision 2030 Alignment
- Energy Solutions | Industrial Sales | Customer Relationship Management

Professional Experience

Petro Marine – Anwar Beirut, Basra / Iraq

Sales Executive | Jul 2024 – Aug 2025

- Expanded petroleum fuels and petrochemical sales into industrial accounts.
- Negotiated and secured long-term downstream supply contracts.
- Conducted feasibility assessments for new investment opportunities.
- Delivered tailored account support, improving client retention.

Solar Tech Solar Energy, Dubai / UAE

Sales Executive | Oct 2022 – Jun 2024

- Expanded corporate accounts for industrial renewable energy solutions.
- Prepared proposals and feasibility-based energy contracts for clients.
- Secured new partnerships in the renewable energy market.
- Achieved consistent sales growth in a competitive UAE environment.

Petro Marine – Anwar Beirut, Basra / Iraq

Sales & Business Development Officer | 2015 – Sep 2021

- Expanded petroleum and petrochemical accounts, increasing portfolio by 30%.
- Led tender preparation, proposals, and long-term contracts for downstream sales.
- Improved customer loyalty through after-sales relationship management.
- Supported strategic partnerships in petrochemical and logistics sectors.

Education

Lebanese American University – Beirut, Lebanon

BSc in Business (Marketing), 2010–2014

Languages

- Arabic – Native
- English – Fluent
- Turkish – Intermediate