FAISAL ABDULAZIZ BÖRSTINGHAUS

Business Development Manager | Operational Excellence Consultant
Manama, Bahrain / Riyadh, Saudi Arabia

OBJECTIVE

Business Development Manager & Operational Excellence Consultant with several years of experience across the IT security industry and in-house consulting. Strong problem-solving and analytical capabilities with a focus on improving company operations for performance optimization and sustainable growth. Seeking to turn operational-cost transparency into lower costs, higher quality, and lasting improvement for growing businesses — contributing to Saudi Vision 2030.

EDUCATION

Management Assistant for Digitalization *(3-year dual vocational training, focus on business process digitalization)* Bechtle AG, Neckarsulm & it.schule Stuttgart, Germany | 2024

EXPERIENCE

In-house Consultant Börstinghaus Senior Care Services | 2020 – 2026
Led the digitalization of core business processes, introducing an ERP system and a document management system that reduced the time to store, assign, and retrieve documents by 60%. Implemented Microsoft 365 with Exchange Online and device management via Intune, cutting device provisioning time by 50%. Established and maintained the underlying network infrastructure across WAN, LAN, and WiFi.

Junior Business Development Manager – IT Security Bechtle AG | 2022 – 2025
Served as the central point of contact for selected IT security vendors and solution areas, acting as the liaison between these vendors and the technical and sales teams across the Bechtle Group. Planned and delivered joint marketing and sales campaigns with vendors and Bechtle's internal sales teams, along with technical enablement sessions on vendor solutions for the internal technical teams. Contributed to the company's innovation program, where I proposed and planned the rollout of a password management system.

SKILLS

- Business Development, Vendor & Stakeholder Management
- Business Process Digitalization, Operational Excellence & Process Optimization
- ERP & Document Management Systems, Microsoft 365 (Exchange Online, Intune), Microsoft Visio
- Problem Solving, Analytical Thinking & Cross-functional Collaboration
- Fluent in German & English