



AKRAM JAML ALLAIL

BUSINESS DEVELOPMENT & PARTNERSHIPS

Services & pricing

Turning opportunities into shared success.

I help businesses identify opportunities, communicate their value and turn promising conversations into agreements. My approach combines market insight, strategic thinking, compelling proposals and consistent follow-up.

01 Negotiation & deal closing

I lead negotiations from understanding client motivations and making the value clear to addressing objections and finding common ground. I balance trust with protecting your commercial interests, maintain persistent follow-up and bring decisions and terms into focus—working towards an agreement both sides can deliver on and benefit from.

Fixed rate: SAR 550 per hour, excluding VAT.

SAR 632.50 per hour including 15% VAT.

02 Tender, technical & financial proposals

I review the tender requirements and evaluation criteria, then build a technical proposal that connects the problem to a clear solution. This includes the delivery strategy, methodology and work matrix, with defined deliverables, responsibilities and timelines. For the financial proposal, I study market rates and available competitor pricing, and calculate direct and indirect costs, risk allowances and profit margins in detail—developing competitive, well-supported pricing that strengthens the bid while keeping delivery commercially viable.

From SAR 750 per hour, excluding VAT.

From SAR 862.50 per hour including 15% VAT.

03 Business development & sales growth

Market research, client outreach, value presentation and consistent follow-up to develop opportunities into sales.

Available upon request. Pricing agreed by scope and engagement duration.

Want to work together? Get in touch

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