

Mohammed A. Hito

BUSINESS DEVELOPMENT & MARKETING MANAGER

HEALTHCARE | TECHNOLOGY | BUSINESS GROWTH



PROFESSIONAL PROFILE: _____

Senior Business Development & Commercial Strategy professional with 13+ years of international experience across healthcare, technology, cybersecurity, energy, and retail.

Experienced in market expansion, strategic partnerships, sales & marketing strategy, tenders/RFPs, client development, and go-to-market initiatives across government, enterprise, NGO, and private-sector markets.

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CAREER HIGHLIGHTS: _____

60+	Companies & Startups Served
45+	Websites & Mobile Apps Delivered
25+	Events & Exhibitions in 7 different countries
13+ YRS	Business Development & Marketing Experience
5+	Companies Supported to Google Page 1

PROFESSIONAL PROFILE:

AGT-ADVANCED GERMAN TECHNOLOGY

Cybersecurity | Digital Forensics | Critical Infrastructure
BERLIN, GERMANY



Career Progression & Engagement:

- Marketing Specialist | Dubai, UAE | March, 2013 – February, 2015
- Marketing Manager | Dubai, UAE | February, 2015 – Dec, 2016
- Marketing & Business Development Manager | KSA & Syria | 2024 – Aug 2026

Key Achievements:

- Progressed from Marketing Specialist to Marketing Manager, leading increasingly strategic marketing, corporate communications, digital, events, and international brand initiatives.
 - Returned to AGT in a senior Marketing & Business Development capacity, supporting market development, tenders, RFQs, proposals, partnerships, and executive client engagements across government and enterprise sectors.
 - Supported the positioning and commercial presentation of Cybersecurity, Digital Forensics, Critical Infrastructure, and Physical Security solutions.
 - Continue supporting AGT remotely across websites, hosting, corporate emails, digital infrastructure, content, videos, podcasts, printing, events, exhibitions, and selected tenders and proposals.
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DASH MARKETING AGENCY – BY HITOREX L.L.C.

Digital Marketing | Business Solutions | Branding | Digital Transformation
ATLANTA, GEORGIA – USA



Career Progression & Engagement:

- Founder & CEO | July 2019 – Present

Key Achievements:

- Founded and developed the agency into a multi-sector business serving 45+ clients across international markets.
- Developed and implemented marketing, branding, digital transformation, and business-growth strategies for organizations across diverse industries.
- Built long-term client relationships and supported market expansion, partnerships, commercial opportunities, and digital infrastructure.
- Led projects from strategic planning through execution across branding, websites, digital marketing, content, corporate communications, and technology solutions.

MIAMED PHARMACEUTICAL INDUSTRIES

Pharmaceuticals | Healthcare | Commercial Development

DAMASCUS, SYRIA



Career Progression & Engagement:

- Marketing & Branding Manager | Damascus, Syria | April, 2017 – February, 2018
- Head of Sales & Marketing | Damascus, Syria | February, 2018 – July, 2019

Key Achievements:

- Helped establish the company's branding, marketing, and sales foundation, including visual identity, product positioning, market research, pricing, distribution, and commercial materials.
 - Promoted to Sales & Marketing Manager, taking broader responsibility for team structure, recruitment, training, sales channels, & commercial planning.
 - Developed relationships with regional and international customers and partners and opened new sales channels.
 - Managed government and NGO tenders, pharmaceutical registration activities, marketing campaigns, events, digital presence, and corporate communications.
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ANTWERPEN & ANTWERPEN STERLING

Luxury Jewellery | Retail | Brand Development

CAIRO, EGYPT



Career Progression & Engagement:

- Marketing Director | October 2021 – December 2023

Key Achievements:

- Led brand development and marketing initiatives to strengthen market positioning and customer engagement.
 - Directed digital marketing, campaigns, communications, promotional activities, and online presence.
 - Supported commercial planning, customer relationships, partnerships, and market-development initiatives.
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TONINO LAMBORGHINI MENA

Luxury Lifestyle | Hospitality | Retail | Consumer Products

DAMASCUS, SYRIA



Career Progression & Engagement:

- Sales & Marketing Manager | Feb, 2020 – Jun, 2021

Key Achievements:

- Led sales & marketing initiatives across multiple luxury lifestyle business lines.
- Developed sales strategies, identified business opportunities, and strengthened customer and partner relationships.
- Managed campaigns, brand positioning, digital presence, promotions, and commercial activities.

ORANGE PHARMACY CHAIN

Pharmaceuticals | Healthcare | Patient Care

AMMAN, JORDAN



Career Progression & Engagement:

- Pharmacist | September, 2010 – August, 2012

Key Achievements:

- Built a strong professional foundation in pharmaceutical care, medication management, patient counseling, inventory, and regulatory compliance.
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JORDANIAN SPECIALTY HOSPITAL

AMMAN, JORDAN



Career Progression & Engagement:

- Pharm-D Specialist Internship | Amman, Jordan | January, 2010 – June, 2010

Key Achievements:

- Built a strong professional foundation in pharmaceutical care, medication management, patient counseling, inventory, and regulatory compliance.
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PHARMACY 1

AMMAN, JORDAN



Career Progression & Engagement:

- Pharmacist Training | Amman, Jordan | 2009

Key Achievements:

- Early professional training in pharmacy operations, dispensing, patient service, and pharmaceutical procedures.
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SELECTED CLIENTS & PROFESSIONAL ENGAGEMENTS:

Collaborations, consulting projects, training programs, and business engagements across multiple industries and international markets.



Abu Dhabi, UAE
Pharmaceuticals



Illinois, USA
Renewable Energy



Texas, USA
Oil & Gas



Alabama, USA
Furniture



Buc, Romania
Pharmaceuticals

Education: _____

- **Bachelor of Pharmacy (B.Pharm.), ISRA University (2012)** – Amman, Jordan
- **PMP – Project Management Professional V.7 – 2017**

SELECTED PROFESSIONAL DEVELOPMENT: _____

- Digital Marketing Specialization – University of Illinois Urbana-Champaign
- Foundations of Digital Marketing & E-commerce – Google
- Leading People & Teams – University of Michigan
- Marketing Innovation Ideas for Companies – University of Maryland
- Pharmaceutical Marketing – Pharmacists Syndicate of Jordan

CORE COMPETENCIES: _____

Business Development | Commercial Strategy | Market Expansion | Strategic Partnerships | Sales & Marketing Strategy | Tender & Proposal Management | Client Relationship Management | Brand Development | Digital Transformation | Corporate Communications | Go-to-Market Strategy | Digital Marketing | International Business

Languages & Computer Skills: _____

- Linguistic Skills: Arabic – Native | English – Fluent | Spanish – Beginner
- Digital Marketing & Analytics: SEO Strategy, Google Analytics, RankMath, AISEO Tools, Performance Optimization
- CRM Management: (ZOHO / HubSpot)
- Web-Development: (WordPress / DreamWeaver / Shopify / Squarespace)
- Video Editing & Montage: (Sony Vegas / After Effects / CANVA)
- Presentations: (PREZI / CANVA)

**SCAN TO EXPLORE MY FULL
PROFESSIONAL PROFILE**

