



HAMZAH ALKHATATBEH

赵昌星

Strategic Project Leader | Localization Expert | China Market Specialist
战略项目负责人 | 本地化专家 | 中国市场专家

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EDUCATION 学历

2018 - 2020

MASTER OF BUSINESS ADMINISTRATION (BBA)
商务管理学士

University of West London 西伦敦大学

2014 - 2018

BACHELOR OF PETROLEUM ENGINEERING 石油工程学士

Xi'an Shiyou University 西安石油大学

SKILLS 技能

- Exceptional team leadership and collaboration abilities.
- 卓越的团队领导能力和协作能力。
- Strategic decision-making and problem solving skills.
- 战略决策和解决问题的能力。
- Strong interpersonal and relationship building capabilities.
- 较强的人际关系和关系构建能力。
- Proficient in sales strategies and negotiation techniques.
- 精通销售策略和谈判技巧。
- Fast learner with a strong aptitude for new concepts and technologies.
- 学习速度快，对新概念和新技术有很强的天赋。
- Hard worker committed to achieving results and exceeding expectations.
- 努力工作，致力于取得成果并超越预期。

LANGUAGES

- Arabic
- Chinese
- English

ABOUT ME 关于我

Trilingual (EN/AR/CN) Project & Business Development Leader with a proven record of driving revenue growth and operational excellence across the EMEA and APAC regions. Expert in bridging cultural and commercial gaps between international markets, particularly between the Middle East and China. Core competencies include P&L Management, Strategic Sourcing, End-to-End Project Lifecycle Leadership, and Cross-Cultural Team Building. A decisive leader focused on delivering measurable ROI and scaling business operations.

掌握三种语言（英/阿/中）的项目与业务开发负责人，拥有在欧洲、中东、非洲及亚太地区推动收入增长和运营卓越的可靠业绩记录。擅长弥合国际市场，特别是中东与中国之间的文化和商业鸿沟。核心能力包括损益管理、战略采购、端到端项目生命周期领导以及跨文化团队建设。作为一名果断的领导者，专注于提供可衡量的投资回报率并扩展业务运营。

WORK EXPERIENCE

2023 - NOW

ALKHATATBEH EXPORT LTD. (AMMAN, JORDAN 约旦安曼)
BUSINESS DEVELOPMENT MANAGER 业务开发经理

Strategic Sourcing & Procurement 战略采购， Deal Negotiation 交易谈判， Relationship Management 关系管理， Market Analysis 市场分析。

2022 - 2023

WAKEEM FOR DEVELOPMENT AND PUBLISHING 瓦科姆开发与出版 (AQABA, JORDAN 约旦亚喀巴)
PROJECT MANAGER 项目经理

End-to-End Project Leadership 端到端项目领导， Cross-Functional Team Management 跨职能团队管理， Risk & Scope Management 风险与范围管理， Client Relations 客户关系

2020 - 2022

IRON GAMES CO., LTD 艾沃尼科游戏有限公司 (XI'AN, CHINA 中国西安)
HEAD OF LOCALIZATION 本地化负责人

Localization Strategy 本地化战略， Team Leadership & QA 团队领导与质量保证， Cross-Functional Collaboration 跨职能协作， Process Improvement 流程改进。

2019 –
2020

IRON GAMES CO., LTD 艾沃尼科游戏有限公司
(XI'AN, CHINA 中国西安)
LOCALIZATION SENIOR OFFICER 本地化高级专员

Translation & Adaptation 翻译与改编 ,
Vendor Management 供应商管理 ,
Terminology Management 术语管理 .

2018 –
2019

ALEXANDER TECH 亚历山大科技 (XI'AN, CHINA
中国西安)
SENIOR TRANSLATOR 高级翻译

- Delivered high-quality, accurate translations of technical, marketing, and business documents between English, Arabic, and Chinese.
- 在英语、阿拉伯语和中文之间提供高质量、准确的技术、营销和商业文件翻译。
- Mentored junior translators and ensured all translations were culturally appropriate and met client objectives.
- 指导初级翻译人员，并确保所有翻译在文化上适宜并符合客户目标。

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