

ICIEC Staff Retreat and 30th Anniversary Celebration

19 - 20 December 2023

BDD New Software Projects

Implementation of the Sales Activities Module in the ICIEC Business Development Department



The Module

- Integrated technology for efficient sales tracking and management.
- Customized to fit ICIEC Business Development Department's unique needs.



Benefits

- Real-time tracking improves response times and customer interaction.
- Enhanced coordination within the department, fostering team synergy.
- Data analytics features for smarter, informed decision-making.
- Personalized client management leads to increased customer satisfaction.
- Improved team communication and collaboration.
- Improved transparency.
- Pre-CRM tool.



Impact

- Expected improvement in managing and reporting sales activities.
- Streamlined processes should result in increased productivity and sales efficiency.

Enhancing Efficiency with Sales Activities Module

Implementation of the Sales Activities Module in the ICIEC Business Development Department

Sales Activities Monitor
Ms. Huda Hafzah (BDO)

Create Date: From To Create By: All
 Organization / Company: Organization Contact: Reference:
 Country: All Organization Type: All Due Date:
 Type: All Assigned To: All Assign Date:
 Attendees: All

[Search](#) [New](#) [Reset](#) [Run Report](#)

Reference	Status	Create Date	Organization / Company	Country	Action	Due Date	Type	Source	Description	Updated On	Update
View SAM-00056	Open	11-Dec-2023	DZ Bank Singapore Branch	Singapore	to follow up on potential lending to MOF of Indonesia and other transactions that	29-Feb-2024	Regional Hub	Bank	follow up on introductory virtual meeting to discuss potential transactions that		Update
View SAM-00055	Open	11-Dec-2023	Bank Muamalat Indonesia	Indonesia	Bank Muamalat has sent their revised term sheet to PT SGE and if accepted the	29-Feb-2024	Not Selected	Bank	follow up meeting to discuss the next steps related to the		Update
View SAM-00054	Open	10-Dec-2023	ACWA Power	Egypt	Will arrange for a meeting by next month as he is travelling	11-Jan-2024	Call Meeting	Private Company	Had a brief conversation with the Business Development Manager and agreed to have a	10-Dec-2023	Update
View SAM-00053	Open	10-Dec-2023	GAFI	Egypt	Arranging in-person meeting with other group entities	11-Jan-2024	Email Communication	Others	ICD is arranging for a meeting with the General	10-Dec-2023	Update
View SAM-00052	Open	10-Dec-2023	Rosad Modern Engineering	Egypt	Agreed to have in-person meeting on the last week of	31-Dec-2023	Call Meeting	Private Company	Had a call with the Business Development Manager and agreed to have a		Update
View SAM-00051	Open	10-Dec-2023	ADIB Egypt	Egypt	Agreed to have in-person meeting last week of	31-Dec-2023	Call Meeting	Not Selected	Discussion about the BMP product, after the DCP policy	10-Dec-2023	Update
View SAM-00050	Open	07-Dec-2023	Ministry of Finance	Maldives	Maintain follow-up with the MoF.	31-Jan-2024	Call Meeting	Others	Discussion to know if there is any change in the list of MoF		Update

Sales Activities Monitor
Ms. Huda Hafzah (BDO)

Create By: **Mourad Mizouri** Create Date: **06-Dec-2023** Reference: **SAM-00046 / 3**
 Organization / Company: **ICIEC** Organization Contact: **Mourad Mizouri**
 Country: **Kingdom Of Saudi Arabia** Organization Type: **Multi-Lateral** Due Date: **19-Dec-2023**
 Type: **Virtual Meeting** Assigned To: **Abdul Gafour Thange (Country Manager)** Assign Date: **06-Dec-2023**
 Updated By: **Mourad Mizouri** Updated On: **06-Dec-2023**

Attendees: **Abdul Gafour Thange (Country Manager), Mourad Mizouri (Manager, MENA)**

Organization Attendees: **Br Hamza Boukili, Br Asheque and the team (ICD)**

Description: **Discussion about the cooperation in the aviation finance and better understanding of ICIEC Nojoom program.**

Action: **- ICD will discuss internally about the Royal Air Maroc case and revert back in case they want to pursue in the deal
 - Br Abdul will call for a meeting including BSC and ICD to discuss the pipeline**

Comments: **- Better understanding of ICIEC product offering in Nojoom by ICD
 - Br Abdul will call for a meeting including BSC and ICD to discuss the pipeline**

Other Attachments: [\(0\)](#)

[Update](#) [History](#) [Cancel](#) [Print](#)

Sales Activities Monitor
Ms. Huda Hafzah (BDO)

Create By: **Ms. Huda Hafzah** Create Date: **11-Dec-2023**
 Organization / Company: Organization Contact:
 Country: Organization Type: Due Date:
 Type: Assigned To: Assign Date:
 Attendees:

Organization Attendees:

Description:

Action:

Comments:

Other Attachments: [\(0\)](#)

[Save](#) [Cancel](#) [Reset](#)

Business Development Department Sales Activities Report

Created Date From: All To: All Created By: All
 Org./Company: All Org. Contact: All Due Date: All
 Country: All Org. Type: All Assign Date: All
 Business Channel: All Attendees: All

#	Staff Name	Type	Organization/Company	Created On	Updated On	Attendees	Organization Attendees	Description	Action	Delay Days
1	Miguel Kosash	Regional Hub	DZ Bank Singapore Branch	11-Dec-23		Miguel Kosash (Country Manager Indonesia), Shaiful Khamul (Account Manager)	Mr. Michael Lutz - Director Head of Trade and Export Finance - DZ Bank AG Singapore Branch Ms. Monika Kwik - Chief Rep of DZ Bank AG Jakarta office	follow up on introductory virtual meeting to discuss potential transactions that could be considered by DZ to get insurance cover from ICIEC.	to follow up on potential lending to MOF of Indonesia and other transactions that DZ Bank Singapore is interested to finance in ICIEC MCAs in Southeast Asia.	
2	Miguel Kosash		Bank Muamalat Indonesia	11-Dec-23		Miguel Kosash (Country Manager Indonesia), Shaiful Khamul (Account Manager)	Ms. Lia Damayanti - Head of Trade finance and supply chain financing Bank Muamalat Indonesia Mr. Yudhanegara Sevianis - RMI wholesale banking Mr. Rizki Rizal Bakri - RMI SOE and Corporate Banking	follow up meeting to discuss the next steps related to the trade financing facility of PT Sumber Global Energy Tbk covered by ICIEC insurance, including ICIEC's underwriting process as credit insurance provider to Bank Muamalat.	Bank Muamalat has sent their revised term sheet to PT SGE and if accepted they will start their proposal for credit committee approval. Facility that is being proposed is USD 9 M Murabahah financing revolving for the purchase of coal from suppliers and export to India, China and Vietnam.	
3	Eman Mahmoud	Call Meeting	ACWA Power	10-Dec-23	10-Dec-23		afayeh@acwapower.com	Had a brief conversation with the Business Development Manager and agreed to have a meeting	Will arrange for a meeting by next month as he is travelling	

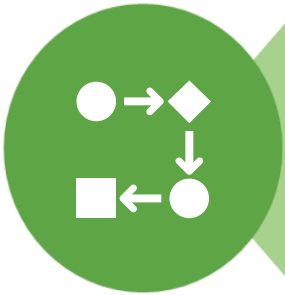
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Intranet Site for the Business Development Department Team



Overview

- User-friendly interface and experience with quick access to essential information.
- Real-time updates on department activities, missions, and more.



Features

- Repository of guidelines, policies, and procedural documents.
- Details of Missions of the Business Development Department Team
- Detailed list of member countries and relevant data.
- Important documents and guidelines accessible in one place.

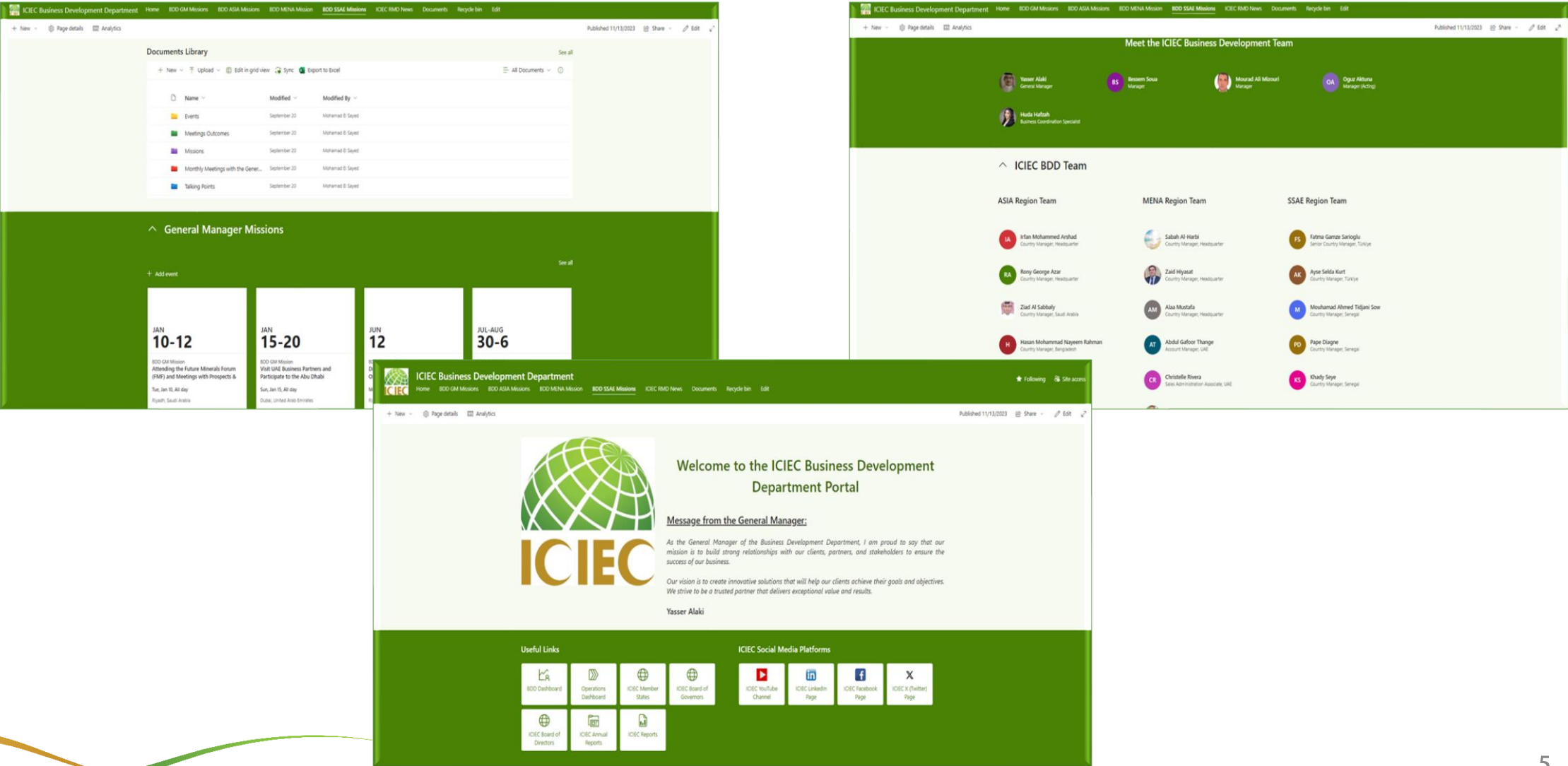


Benefits

- Streamlines preparation for client meetings with readily available information.
- Enhances ability to provide quick, accurate responses to client inquiries.
- Facilitates better alignment and communication within the department

Amplifying
collaboration
and
intelligence in
Business
Development,
propelling
growth
through
shared
knowledge

Intranet Site for the Business Development Department Team



Orbis Cross-border Investment Tool by IsDBI



Overview

- A comprehensive tool for accessing global project data.
- Focus on projects in member countries at the bidding stage.



Benefits

- Access to detailed, up-to-date information on potential projects.
- Monthly project extracts allow for proactive business development strategies.
- Enables targeted and strategic offering of ICIEC services to new projects.



Impact

- Empower the Business Development Department Team to identify and engage in new opportunities.
- Enhances capacity to offer tailored solutions to potential clients.
- Supports effective planning and resource allocation for new projects.

*A lens
magnifying
cross-border
opportunities,
transforming
data into
strategic
investment
insights*

THANK YOU



<https://iciiec.isdb.org>