

Mohanad Al Khatib

Marketer

Seeking for a position to utilize my skills and abilities that offers Professional growth while being resourceful, innovative. I will keen to contribute to the success and growth of the organization that I will work in by undertaking the challenging assignments and delivering timely result by applying best of my knowledge and skills.

✉ Kh.mohanad@yahoo.com 📞 +962 79 9191619 | +962 79 088 5048 📍 Amman, Jordan in <https://www.linkedin.com/in/mohanad->

WORK EXPERIENCE

Marketing Officer

Dada Group

01/2023 – Present,

Amman, Jordan

Tasks & Responsibilities

- Submit proposals for plans and activities to develop special marketing strategies in the brand.
- Submit a proposal to price the brand's products competitively in the market.
- Implementation of all necessary in order to support the sales department in the market.
- Executing promotional materials such as catalogs and publications and distributing them to sales channels.
- Procurement Management: Compare offers, negotiate prices, ensure quality of promotional materials, and maintain supplier relationships.
- Prepare periodic reports on effectiveness and supplier performance.
- Weekly visits to the local market.
- Providing marketing studies and knowing competitors' selling methods and their offers.
- Pricing products and supervising the updating of the price list.
- Make offers on brand products.
- Provide suggestions for marketing campaigns and implement them to achieve brand awareness.
- Preparing training materials with brand specifications and training the sales department.
- Effective communication with the brand supplier and coordination in all matters related to the brand.
- Responsible for managing marketing campaigns in collaboration with the Ministry of Industry, Trade, and Supply.
- Submitting the report periodically and weekly to the direct manager.

Marketing Coordinator & analyst

Dada Group

01/2021 – 12/2022,

Amman, Jordan

Tasks & Responsibilities

- Conducting marketing plans.
- Analyzing competitive and Market activities.
- Marketing campaign ideas and their registration in the Ministry of Industry, Trade and Supply.
- Providing the marketing department with information and data first-hand.
- Conduct marketing studies on products and collect details with high accuracy.
- Daily visit to the market by dealers or major markets in order to improve the display stands and submit proposals to display products or stands in the sales channels
- Train sales promoters and Channel sales representatives on and recall key product and technology specifications.
- Building strong relationships with sales channels.
- Submit periodic reports to the direct manager.

Marketing Officer

Addiqa Alalia - Industry & Trade

07/2020 – 11/2020,

Amman, Jordan

Tasks & Responsibilities

- External and internal marketing officer
- Writing content marketing
- Sales representative
- Follow up on customers
- Products Pricing
- Banking liaison officer

Sales
YAN Trading Company

06/2019 – 05/2020

Amman, Jordan

Tasks & Responsibilities

- Assist the Retail Store Manager in planning and implementing strategies to attract customers.
- Coordinate daily customer service operations (e.g., sales processes, orders and payments).
- Achieving the monthly sales target for the first time since the showroom opened two years ago
- Resolve customer complaints, direct them and provide the necessary information.
- Delivery to customers.



EDUCATION

Bachelor of Marketing

MIDDLE EAST UNIVERSITY

10/2013 – 08/2019,

Amman, Jordan

– GPA (Very Good 3.22/4.00)

LANGUAGES

Arabic
Native or Bilingual Proficiency

English
Good Working Proficiency

REFERENCES

References are available upon request

ORGANIZATIONAL SKILLS

Excellent conceptual and analytical skills

Problem Solving / Analysis.

Good team player

Leadership

Integrity

Effective interpersonal skills

Good communication - written and oral skills

Microsoft AX System

Microsoft Office