

BAHIJ DAHDAL

(919) 884-6292 * bahij.dahdal@gmail.com
3815 Crimson Clover Avenue, Wake Forest, NC 27587

EDUCATION

University of North Carolina, Chapel Hill | Bachelor of Science | 2013 – Present | Chapel Hill, NC

- Major: Computer Science
- Transfer student from Wake Technical Community College

University of Damascus | Associates Degree | 1993 – 1995 | Damascus, Syria

- Business Administration and Tourism

RELEVANT EXPERIENCE

Bon Secours Health Systems | Portal Management Team Intern | June 2016 – Sept 2016 | Richmond, VA

- Created and maintained internal webpage communications via Microsoft SharePoint and Visual Studio.NET, C#, JAVA
- Entry level software programmer JAVA, C#
- Completion of Bon Secours Health Stream, Connect Care Training
- Received and responded to internal maintenance tickets and fixed software related issues
- Provide support for internal website users for HTML and CSS software
- Connected Googly Analytics with Bon Secours website to track website traffic and analyze the data to improve marketing strategies
- Updated content on BSHSI website by adding daily reflections, Side Notes and Side Content

Sinan Company | Sale Manager | May 2005 – July 2012 | Damascus, Syria

- Sold Phillips brand monitor devices and ultrasound systems to hospitals throughout Syria and provided before and after sales support to customers
- Sold Philips brand Xcelera Dicom Systems and Packs Systems connectivity
- Trained and managed a team of 8 successful professionals including engineers, drafting, after sales support, reporting, and follow up personnel
- Supported the sales team clinical application specialists should on key projects or when managerial approval was required
- Developed sales and marketing strategies and created incentive programs to improve Philip's medical systems PMCC business line in the Syrian market for patient monitors and imaging equipment with a budget of \$6 million dollars
- Configured pricing for public and private tenders and prepared technical and financial offers
- Divided market into territories and assigned each territory an annual quota by coordinating with Philips Business Line Managers
- Received Salesman of the Year awards in 2003, 2007 and 2009 and Outstanding Achievement awards from Philips Medical Systems in 2007, 2009 and 2013
- Held contracts with Philips Medical Systems, Cardinal Healthcare and Teleflex under the Sinan Company umbrella

Hewlett Packard | Sale Representative | February 1998 – April 2005 |Damascus, Syria

- Submitted activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis
- Submitted orders by referring to price lists and product literature
- Adjusted content of sales presentations to accommodate the type of sales outlet or trade factor
- Serviced existing accounts, obtained orders, and established new accounts by planning and organizing daily work schedule to call on potential sales outlets and other unforeseen trade factors
- Monitored competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques to maintain a competitive edge and secure current and new customer accounts
- Resolved customer complaints by investigating problems, developing solutions, and making recommendations to management
- Maintained professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, participating in professional societies

OTHER PROFESSIONAL EXPERIENCE

U.S. Committee for Refugees and Immigrants | Case Aide/Interpreter/Translator | June 2016 – Present | Raleigh, NC

- Provide support to Case Managers and interpret/translate for Arabic speaking clients

SKILLS AND TRAININGS

- Sales presentations and trainings
- Fluent in Arabic and English

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- Communications, marketing and event planning
- Completed Sales Training – Syrian European Business Center: 2002, 2003, 2004
- Completed Pricing and Configuration Training update – Netherlands, 2010
- Completed Smith & Nephew Clinical and Sales Training – Dubai, 2006
- Completed ICU Data IT Archiving Training with Philips Medical Systems – Dubai, 2012
- Completed Philips ECG, Holter, and Resting ECG training in Dubai, 2011
- Completed Philips noninvasive cardiac output, BIS, PICCO training in Dubai, 2011
- Completed sales training Cath lab and MRI – Eindhoven, Netherlands, 2010.