

Ghadeer Smadi

Amman, Jordan

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Jordanian

Highly Motivated Account Manager with Electronic Engineering Background

Communication Skills
Account Management
Critical Thinking
Interpersonal Skills

Social Selling
Product Knowledge
Negotiation Skills
Analytical Skills

Degrees:	BSc, Electronics Engineer , YU, Jordan (2018)
Languages:	English and Arabic
Technologies:	MS Office, Advanced Design System, Windows, C++, Autodesk

EXPERIENCE

Account Manager, The National Office Systems, Jordan

Sep 2021 – Present

- Managed and Developed large strategic accounts of Banks such as Al-Rajhi Bank, Arab Bank, Jordan Bank and Jordan Commercial Bank.
- Managed and developed large strategic accounts of NGOs such as UN Women, DRC (Danish Refugee Council), WHO (World Health Organization) and Questscope.
- Reached major new clients within the first month after getting the promotion to account manager.
- Assured continual account satisfaction through maximum responsiveness, superior service levels and personalized customer care.
- Built high-level strategic relationships, direct contacts and networks in territory.
- Arranged meetings with potential customers resulting in proposals and deals.

Sales and Technical Engineer, Syndictech, Jordan

Jan 2019 - Sep 2021

- Achieved monthly target of sales **for 3 years in a row** without default.
- Achieved highest sales target **out of 6 sales officers** during Holy Ramadan Month.
- Built high-level of knowledge and achievement in **Salesforce**.
- Represented the company and services to customers in order to attract new deals.
- Entered full data of customers, proposals, offers and orders on company system to create sales reports.
- Followed up with clients to ensure all their needs are met.
- Solved problems and issues concerning the software solution remotely.
- **Promoted to Account Manager in Jan 2021.**

EDUCATION

Bachelor of Science, Electronics Engineer, Yarmouk University, Jordan **(2018)**

ADDITIONAL EXPERIENCE

➤ **Internships**

Electronic Engineer Intern, Royal Scientific Society, Jordan **Feb 2018 – May 2018**

- Designed power supply devices.
- Tested the electrical household appliance.

Electronic Engineer Intern, Miyhuna Jordan Company, Jordan **May 2018 – Aug 2018**

- Gained hands-on experience in networking and CCNA.
- Trained to use the Virtual Machine Software.

➤ **Graduation Projects**

- Design of Power Amplifier and Mixer for Wireless Communication and Portable User-Guide for Designers Based on Raspberry Pi.
- Motor Speed Controlled Using Light Density.