

Ali Sami

CONTACT

Mantikawa
Erbil
Kurdistan Region - Iraq

E-mail: alisamiabdul@gmail.com
Website: [linkedin.com/in/elalisami](https://www.linkedin.com/in/elalisami)
Phone: +9647507758332

WORK EXPERIENCE

Smart Web Iraq

July 2019 — Oct 2019

Operations Manager

Responsible for Managing & Supervening all current projects which include:
Hosting & Domain, Digital Marketing, Branding, E-Payments, Consulting & Training,
Mobile & Web development, ISO Certifications, Oil & Gas Tenders, Organizing Training
Courses.

And main duties are :

- Provide inspired leadership for the organization.
- Make important policy, planning, and strategy decisions.
- Develop, implement and review operational policies and procedures.
- Assist HR with recruiting when necessary.
- Help promote a company culture that encourages top performance and high morale.
- Oversee budgeting, reporting, planning, and auditing.
- Work with senior stakeholders.
- Ensure all legal and regulatory documents are filed and monitor compliance with laws and regulations.
- Work with the board of directors to determine values and mission, and plan for short and long-term goals.
- Identify and address problems and opportunities for the company.
- Build alliances and partnerships with other organizations.
- Support worker communication with the management team.

Solico Group

Sep 2018 — Aug 2019

Medical Representative

- organizing appointments and meetings with community- and hospital-based healthcare staff.
- identifying and establishing new business.
- negotiating contracts.
- demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists.
- undertaking relevant research.
- meeting both the business and scientific needs of healthcare professionals.
- maintaining detailed records.
- attending and organizing trade exhibitions, conferences, and meetings.
- managing budgets.
- reviewing sales performance.
- writing reports and other documents.

ABC Restaurants

Nov 2016 — May 2017

Host

- Greet incoming and departing Guests warmly with a genuine smile and eye contact; escort them to assigned dining area; present menus; announce waiter's name.
- Use visual cues to seat Guests in either the bar or dining area depending on their

preference.

- Inform Guest of current promotion and who will be serving them to ensure a smooth handoff to the service staff.
- Answer incoming calls to the restaurant and provide appropriate service.
- Manage the flow of Guests into the Dining and Bar areas, provide accurate wait times to incoming Guests if appropriate.
- Tend to special Guest needs and requests.
- Observant to Guests' needs throughout dining experience to ensure they receive high-quality service (i.e. notice a drink refill is needed while seating another Guest and ensuring the drink is refilled prior to getting back to the door).
- Protect establishment and patrons by adhering to sanitation, safety and alcohol control policies.
- Help dining room staff by setting and clearing tables; replenishing water; serving beverages.
- Contribute to team effort by accomplishing related results as needed.

Babylon Media

Dec 2015 — Jan 2016

Security Guard

- Provide service excellence to guests, other employees and the general public.
- Follow and enforce Babylon Place policies, procedures, code of conduct and safety guidelines to protect the safety and well-being of all guests and facilities, and to effectively manage crowds.
- Maintain safety and protect Babylon Place from any real or perceived threats.
- Ensure only authorized staff and guests are permitted access to the building.
- Maintain high visibility by continuously patrolling all areas to which the public has access
- Enforce responsible alcohol management.
- Assist with the emergency procedures, including evacuation, when necessary.
- Respond to all building emergencies, including guest- and facility-related emergencies, in a lead or supportive role.
- Take proactive measures to prevent/diffuse the risk of confrontation and to maintain safety habits and standards.
- Manage the use of force as a defensive/protective reaction to assaultive behavior.
- Gain control of a resistive/assaultive subject using physical force only as a last resort.

Erbil International Marathon

Oct 2015 — Nov 2015

Volunteer As a Translator

- Translate From Kurdish & Arabic To English For Foreigners In The Marathon And Otherwise too.
- Observe & Inform the Participants In The Marathon To Understand The Rules.
- Guide The Team For Our Objectives & Aims In The Marathon.
- Watch Out For Any Kind of Fraud Or Cheat In the Marathon By Guarding The Route Of The Marathon.

Mashallah Market

Aug 2014 — Dec 2015

Store Manger

- Greet customers and provide assistance.
- Maintain cleanliness and order & cleaning the Store .
- Take inventory & order groceries and supplies.
- Check received stock against invoices.
- Mark prices on stock & restock shelves & record prices in the log book.
- Receive cash and provide correct change & operate the cash register.
- Keep track of customer credit & collect receivables.
- Perform other related duties as required.

- Troubleshoot software and network operating system.
- Provide recommendations about accessing information and support.
- Maintain current and accurate inventory of technology hardware, software and resources.
- Troubleshoot all technology issues.
- Connect and set up hardware.
- Load all required software.
- Monitor security of all technology.
- Identify and prepare hardware for disposal when appropriate.
- Perform other related duties as required during working hours.

SKILLS

- Multilingual.
- Top 5 % Of Google Translating Community.
- A highly motivated person.
- Fast Learner.
- Negotiating Skills.
- Sales Skills.
- Marketing Skills.
- I have a driving license - private.
- I have a certificate Of Human rights by Amnesty International.
- I studied Project planning.
- Computer Skills: Ms. Office (Word - Excel - PowerPoint), Social Media Establishing & Managing, Managing Security Systems and Confidentiality of the corporations, Troubleshooting Network issues, Managing Programs, Emailing, Typing.
- Course In E-Marketing.
- Course In leadership paradox.
- Training Course In Career Development From Citadel Engineering Company.
- Certificate in Communication skills (Purposeful Communication for leaders) from Global Next company.
- I am Freelance Academy Alumni from Re:Coded Org.
- GDG(Google Developers Group) Erbil Organizer.

EDUCATION**High school Degree****Sep 2012 — jun 2015**

Al-Okhwa High School

Degree Obtained with 81.72 %.

Bachelor's Degree**Sep 2019 — Jun 2023**

The University of Kurdistan

School of Science and Engineering

LANGUAGES

Kurdish (Native Language)

Arabic (Native Language)

English (Excellent)

Spanish (Intermediate)

French (Beginner)

INTERESTS

Fitness, Technology, Music, Photography , Traveling , Astronomy , Reading , Psychology.

REFERENCES

Available Upon Request .