



Barwar Mustafa Abdulrahman



Erbil – Iraq, 44001



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Personal details

Date of birth

January 1st, 1988

Valid Driver's License

Private

Gender

Male

Nationality

Iraqi

Civil status

Married

Skills

Excellent computer and internet skills

Ability to work with group

Commercial awareness

Effective social communication ability

Creativity and adaptability

Ability to set sales targets and achieve them effectively

Excellent interpersonal, customer service and communication skills

Experience using CRM to manage the sales process and forecast sales

Achievement

- Successfully met company sales targets by 100% between the years 2020 and 2021.
- Consistently maintained sales volumes, product mixes, and selling prices by keeping updated with supply and demand and changing market trends.
- Increased customer base
- Trained a total of 27 sales officers and support staff members within a short time span of 2 years.
- Designed and implemented a strategic business plan that increased revenue by \$65000 per year.
- Retained the company's top customers in the wake of strict competition, by devising and presenting them with discount options.
- Increased customers' interest in new product lines by successfully generating ideas for sales contests.

Education

- Bachelor degree Information Technology
Akre polytechnic College, Duhok, Iraq Oct 2014 - Jul 2017
- Diploma degree Information Technology
Akre Polytechnic Institute, Duhok, Iraq Oct 2010 - Jul 2013

Employment

Sales Manager

Jun 2020 - Feb 2022

TSC

- Overseeing local and regional sales, promotions and campaigns
- Planning and directing the hiring and training of new Sales Representatives
- Directing and coordinating all sales activities locally and regionally
- Handling and resolving customer complaints regarding a product or service
- Setting discount rates and determining price schedules
- Advising distributors and dealers on policies and Standard Operating Procedures

Branch Manager

Nov 2017 - Feb 2019

Boombeene & Pelemall Online Shopping - Edicoo Group

- Manage office supplies stock and place orders
- Organize a filing system for important and confidential company documents
- Answer queries by employees and clients
- Assisting customers to open new accounts
- Solve problems between the Customers and Company

Sales Coordinator

Mar 2019 - Apr 2020

PD, Erbil

- Follow office workflow procedures to ensure maximum efficiency
- Maintain files and records with effective filing systems
- Support other teams with various administrative tasks

Ability to design and implement a successful sales strategy

Ability to mentor sales representatives

Planning, organization and problem-solving skills

Advanced time management skills

Languages

Kurdish

Arabic

English

Marketing and Coordinator

Carcala website – Edicoo Group, Erbil

Jan 2017 - Sep 2017

- Manage office supplies stock and place orders
- Data Entry and organize it.
- Prepare regular reports on expenses and office budgets
- Answer queries by employees and clients
- Maintain a company calendar and schedule appointments
- Generating, researching, and pitching for posts.
- Monitoring responses to posts via the website, social media, other platforms to better understand the audience

Translation Consultant

Kurdistan Translation, Erbil

Sep 2019 - Present

Kurdish to Arabic

Arabic to Kurdish

Certificates

IOSH

Sep 2019

Managing Safety

Institution of Occupational Safety and Health

References

References available upon request.