

# Kareem Al- Nahas



## POSITIVES:

- Organizational and Learning skills.
- Ability to deliver information.
- Good communication skills and leadership.
- Ability to work under pressure and task oriented environment.
- Problem solving skills.
- Have passion to learn new things.
- Very fast in typing and hand writing.

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## INFORMATION

Date of birth: 10/5/1993.

Nationality: Syrian / Resident in Erbil, KRG.

Social status: Married.

It would be an honor to obtain a position that will enable me to use my strong organizational and leadership skills. Also to gain experience in different fields in order to achieve the company's goals and give me the ability to improve my skills and work as part of your team.

## EXPERIENCE

[ 1/2019 – 3/2021]

[O.R.E Plastic Company / Erbil] [Sales Manager](#)

**Responsible for leading sales teams to reach sales targets. Sales managers are primarily tasked with hiring and training team members, setting quotas, evaluating and adjusting performance, and developing processes that drive sales.**

- \* Managing organizational sales by developing a business plan that covers sales, revenue and expense controls.
- \* Meeting planned sales goals.
- \* Setting individual sales targets with the sales team.
- \* Tracking sales goals and reporting results as necessary.
- \* Overseeing the activities and performance of the sales team.
- \* Coordinating with marketing on lead generation.
- \* The ongoing training of your salespeople.
- \* Developing your sales team through motivation, counseling and product knowledge education.
- \* Promoting the organization and products.
- \* Understand our ideal customers and how they relate to our products

**[6/2017 - 9/2018]**

**[Khalouf Group / Damascus]**     [Sales Engineer.](#)

- Demonstrating how a product meets a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements.
- Identifying client requirements.
- Preparing reports for head office and senior managers.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact with key suppliers and third parties.

**[6/2018 - 12/2018]**

**[Al-Nakhwa Al Handasia Company / Erbil]**     [Logistic Assistance.](#)

- \* Receiving and checking deliveries to ensure that the correct amount and type of stock is delivered.
- \* Signing delivery notes upon receipt of shipments
- \* Preparing clients' orders by gathering and loading stock.
- \* Offering assistance to other staff in department.

**[9/2015 - 6/2017]**

**[Monte Cottage (Montessori) School / Damascus]** [English Teacher](#).

Elementary Students teacher, taught reading, writing, grammar and phonics.

## EDUCATION

[2011-2017] Collage [DAMASCUS University]

**[Bachelor degree at ELECTRICAL Engineering, Faculty of Mechanical and Electrical Engineering Damascus University]**

## SKILLS

English Language (Class A).

Microsoft Office (Wide Experience).

AutoCAD Electrical (Wide Experience).

Commercial correspondence in both English and Arabic.

Syrian Driving License.

