

Ahmed A. Hassan

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Personal Information:

Name: Ahmed Abdulrahman Hassan

Date of Birth: 14/02/1980

Nationality: Iraqi

Gender: Male

Education

B.S.C. College of language / Baghdad University 2003.

Languages:

English very good in (reading, writing and speaking).

Arabic: Native Language

Russian: reading & writing

Experiences

Position	Company	Duration	Duties & Responsibilities
Head Of Business Development	ISC Qi Card	9/2015 – up to Present	<ul style="list-style-type: none">This unit responsible on all the life Cycle of product(Manage & Initiate a new product with proprietary Product (Qi Card), Manage the Salary Product & Initiate the first commercial product with MasterCard and initiate multiple Products, Manage & Initiate the first ATM Project, Participate in the data Migration for the 2 Products (Qi Card & MasterCard, Monitor over 50 Trillion IQD/YEAR, Monitor Over 14K Cash Out Agent & 150 Bank Branches, Manage the Social Media Team (Facebook Page with 1000,000 Followers, Instagram, Twitter & YouTube) for 1 Year.
Experienced Business Developer Mobile Data, Broadband & Device Management/Marketing	Zain Mobile Telecom Company	9/2014 – 9/2015	This unit responsible for all internet operation related to Product creation, offers, promotions & media, and tracking the revenue and the impact of this offers on the customers.
Business Support & Information Analysis. /Head of Unit.	ZAIN Telecom Company.	8/2012 – 6/2013	This unit responsible for analysis data which comes through the sales-representatives to see the market situation and give advice and guidance to work in best way, this unit need great experience in the field work to read data correctly.
Trade Marketing & Field Force. CPD(cycle planning & Development) Team Leader.	ZAIN Mobile Telecom	10/2011 - 7/2012	Give Training and controlling a team of sales representatives & Team Leaders and guiding the team to achieve the best results. Contributing to the overall strategic targets and objectives by

			continuous follow – up of the sales team and monitoring the sales target. Coordinate with other units to keep high level of performance.
Sales Representative	ZAIN Mobile Telecom company.	9/2009 - 9/2011	To play an essential role and achieving sales target portfolio of POSs, encouraging and motivating them to increase sales figures at their outlets. Monitor and enhance the relation between the POSs and distributors network from the point view of company benefit.
Call Center Agent	ZAIN Mobile Telecom Company.	5/2008 – 8/2009	This section is responsible for answering customer calls and their questions and solve their problems, if possible, or submitted to the relevant departments.

Skills gained

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- Communicating efficiently with colleagues, clients and outside vendors
 - Taking responsibility and ability to handle last minute crises
 - working under pressure and meeting deadlines
 - Ability to conduct detail-oriented tasks
 - working in a team with a variety of different staff
 - Ability to communicate with public and business people
 - Analyzing information accurately (when compiling briefings)
 - Taking responsibility and communicating efficiently with a wide variety of people
 - Accuracy and attention to detail
 - Working in a team as a leader to assist others achieve the same goal
 - Understanding office procedures
 - Communication skills Development with a wide range of people
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Courses

Courses	Date	Sponsor
Territory Management	5 Days (22- 26/9/2013)	Bbusiness Company (Egypt)
PMP Course	5 weeks (24/8 - 28/9 2013)	Maples Company (Dubai)
Train The Trainer	5 Days (3 - 7 / 2 2013)	IIR Middle East (Beirut)
Personal Strategy Planning	3 Days (5 - 8 / 5/ 2013)	PgMO
Supervisory skills for field force excellence	3 Days (9 - 12 / 4/2011)	Sales Department ZAIN
Orientation and customer service excellence	5 Days 2010	HR Department ZAIN
Strategic Sales Management	5 Days August 2011	IIR Middle East
Six steps of the call	2 Days 2011	Sales Department ZAIN
Microsoft Office Session	4 Days 2012	Microsoft Company
Leadership	4 Days 2012	Sales Department ZAIN
GSM & how the Mobile Work	Jun-11	HR Department ZAIN
Mobile Payment	2017	UL (Beirut)
EMV & Payments Masterclass	2017	UL (Beirut)

Best Regards

