

Sales Man

Nawar Kadhim Mahdi

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Objective: To meet Org. Vision and Annual Target demonstrating nine professional experience in commercial role reaching the targeting volume, penetration and Sales force executions.

Graduation:

Technical Institute – AL- Musayab / Department of Machinery and Equipment

Career History:

- **Merchandiser: Philip Morris Int. 2008 – 2010**
 - **Sales Supervisor: Philip Morris Int. 2010-2012**
 - **Sales Manager: Khmiel Telecommunication (Zain Sub-Contractor) 2013-2014**
 - **Sales Developer: Coca Cola Iraq Feb 2014-Jan 2015**
 - **Furat Area Sales Manager: Coca Cola Iraq Feb 2015- June 2017**
 - **B Brand Sales Manager: Coca Cola Iraq July 2017 Till March 2018**
 - **Sales Manager : Kallah Iraq from April 2018 till now**
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Commercial Role:

Philip Morris Int. \ Merchandiser

- EOS Team Member: Categorizing Market Share and Commercial Targets definition.
- Marketing Products Insights and Sales execution.
- Classifying Market outlets and execute marketing materials through warehouses to outlets and wholesalers.

Philip Morris Int. \ Sales Supervisor

- Sales Team Leading for Sales Forecast planning and execution in Market
- Penetrations and Promotions for Key accounts and outlets.
- Sales Team management administrative.
- sales target; \$ 1.25 M sales achievement; \$ 1.5 M

Sales Manager: Khmiel Telecommunication (Zain Sub-Contractor) 2013-2014

- Sales increasing by reach small and big outlets
- Making new offer for wholesalers
- Team Leading and management
- Following daily target and reached \$ 0.5 M

Sales Developer: Coca Cola Iraq Feb 2014-Jan 2015

- Team Building
- Increasing outlets numbers
- Increasing cooler placement
- Increasing Sales result to achieve monthly target
- Team Leading and management and training
- Following distributors sales and orders delivering
- Problem solving for all my team & customers and distributors

Furat Area Sales Manager: Coca Cola Iraq Feb 2015- June 2017

The main purpose of the job realizes business objective (Sales, market Share, Profitability, customer / Distributors Satisfaction employee engagement of region managing the team company and distributor team effectively and develop the team by guiding.

- Prepare annual business / customer plans for my responsible region and ensure their implementation within the regional dynamics
- Ensure to realization of key business indicators (revised as annual business objectives (KPI)) consistent with company's strategy. following the differences between actual and planned objectives and to take necessary actions.
- Ensures the alignment between distributor and company's business strategy, Prepare the distributors business plan. Improve and control business processes of distributors in accordance with the standards of company's.
- Follow the trends & developments in market / other companies and generates action plans about opportunities and threats. Inform senior management about development in the market.
- Manages effectively and efficiently my regions annual budget (Marketing, trade marketing, promotion, spending budget ...etc)
- Makes accurate monthly sales forecasts.
- Makes development / training plans to increase the skills of the team, lead the efforts on increasing motivation, performance, evaluation, and commitment of team.
- Manages the formation and termination processes.
- Monitor the efficiency of business processes, ensures the continuous development and promotes the best practices in the organization.
- Ensure effective management of private client portfolio align with the annual business plan.

B Brand Sales Manager: Coca Cola Iraq July 2017 Till March 2018

- Focus on annual business plan and achieve 55% from company sales by Wholesalers said.
- K9kiuk7u000000jjjjjjjjjjmmmmvvvvv kkgf87rerwOpen new Wholesalers in my region.
- Collect money to reduce their balance.
- Collect grantee from Wholesalers to make busses very comfortable.

Sales Manager: Kallah Iraq Company, Hilla branch March 2018 till July 2018

- Focus on Hilla branch sales, Dairy, Meat, Malik and all product we selling.
- Increasing Sales result to achieve monthly target
- Follow team in market to make sure they are reach all costumer.
- FIFO system to not make any expired

My Own Business so far.

Trainings:

Location	Name	title	training name	Date
KARBALA	Nawar MAHDI	ASM	Collaborating for Value - On Emerging Market	4.5/1/2015
Furat	Nawar MAHDI	ASM	Collaboration for value on the street	4.5/10/2015
Furat	Nawar MAHDI	ASM	Business Target Setting	10.12.2015
KARBALA	Nawar Kahdim	SD	BOCCS	30.9.2014
KARBALA	Nawar Kahdim	SD	Basic Merchandising	31.9.2014
NAJAF	Nwara Mahdi	ASM	SFE	7.4.2015
Furat	Nawar Mahdi	ASM	EOS	12.1.2016
KARBALA	Nawar mahdi	ASM	Manager On Board	23.24.25 /2/2016
KARBALA	Nawar mahdi	ASM	FMT	11.7.2016
HILLA	Nawar mahdi	ASM	FFNF	12.6.2016
HILLA	Nawar mahdi	ASM	Basic Trade Math	26.7.2016
Hilla	Nawar Mahdi	ASM	FIT Training	21.12.2016
Hilla	NAWAR MAHDI	ASM	Collaboration for value .EM	25-Jan-17
Hilla	NAWAR MAHDI	ASM	OBPPC & Channel defination	27-Apr-17
Hilla	NAWAR MAHDI	ASM	Collaboration for value .EM	26-Jan-17
Karbala	NAWAR MAHDI	ASM	Manager On Board	25-Mar-16
Hilla	NAWAR MAHDI	ASM	Sales coaching & business target setting	17-Jan-18

Competencies:

- People Management
 - Focusing on Success / Leadership
 - Customer Handling
 - Problem solving and Strong Decision Making
 - Convincing and Persuasion
 - Planning and Organizing
 - Team building
 - Training / Coaching /Mentoring
 - High level of Self Marketing
 - Working under pressure
 - Fast learning with diverse and strategic planning
 - Focusing on team leading and quality result orientation
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Languages:

English, Arabic

Certifications:

- **Sales and Merchandising / December 2009 / Erbil.**
 - **South Iraq Distributor meeting / March 2015 / Turkey.**
 - **Manager on board program / March 2016 / Karbala.**
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References:

- Mufit Ozcan / sales manager / mufit.ozcan@cci.com.iq / 07704715120
 - Ali ALbadri / HR Manager / a.albadri@unicomg.com / 07801608565
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Regards.