

Curriculum Vitae

Summary : I always seeking for success and can work under pressure to Achieve

Name	Ali Abraham Hassan		
Home Address	Abi Al-Khaseib , Basra, Iraq		
Place of Birth	Basra	Birth Date	1989
Marital status	Married, 2 kids	Gender	male
Nationality	Iraq	Religion	Muslim



Education	Diploma	Grad. year	2011	Specialty
				Machine & Equipment

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Skills	<ul style="list-style-type: none"> - I can use computer Programs. as (Word, Excel, Access, Power Point , Microsoft etc.) - Driving. - Time Management - Negotiate and persuade - Leadership and Communication - Critical Thinking and Problems Solver - Speaking and Positive Attitude
Experiences	<p>Distributor Advisor at Coca Cola içecek January 2013 - Present</p> <ul style="list-style-type: none"> ● I started working in Coca-Cola at June 2012 as a candidate we were just doing the EOS (Every Outlets Survey) at October we started our work I started working as a presale for six months and then promoted to a Sales developer. ● I was responsible for six Pre sellers working in different areas in Basra, and in charge of over 1500 outlets. ● Also I worked as a translator for my managers this company because they were Foreign, so I was translating most of their conversations with other employers.

- I was working on some of the company's programs their name (Voyage, FIT, SAP, Sales force) helping us managing and monitoring the Pre sellers.
- After that, I get another promotion as DA (Distributor Advisor) in 2015 responsible for all south Distributors and Warehouses Mangemnent check thier stock daily and make counting and compare it with the company system, check all the Distributors promotions and follow up with the customers and checking how they are using the promotions macanzam in the system develop the Dis warehouses and following and their payment and traveling for all south Dis starting from Dewanyah. Samawah , Nissryah, Omara and Basra and their suburb's since five years and till now.
 - I worked in Coca-Cola company responsible for south Iraq Distributors and Warehouses , checking the system price and be sure he is sell according to the system prices wiçh the company selected in the system . and be sure he enter all the daily sales to the system in the end of the day when they making check out . checking the promotions and checking the customers randomly if they didn't receive the gifts or free cases or anothe devices according to company promotions. Making trying for Distributors and his staff operations as well , learn them and develop them the company history and the items names how to deal with customers how to saving time and working very efficiently and working according to company standards. Following the Distributors and support them and slove thier proplems at time. and Inform them when any promotions start and how can work on it and don't playing in promotions calculation or making tricky way to sell .Motivate them and gain new coustmers and open new codes to them and support them with another ways sell to them according to our relationship and make new dealing and send to him . Be sure 100% percentg for delivering the promotions to every point of Sales one by one and following this matter very carefully

Zain Cash , Account Manager

I worked in Zain Cash company as Account Manager Responsible for Sales and Marketing Department in Basra and Omara.

Languages	<ul style="list-style-type: none"> ● I worked in AL-HAYAT Co. in Rend Juice Department as an Area sales Manager for Basra City were My Responsibilities represent to Follow up all Distributers operations and their Payments, Their Loading from Plant, checking Their Stocks and their missing products in order to Loading them from Plant, also checking the competitors movements. ● I worked in Iraqcom company for Communications Technologies as an application supervisor (Dalilakom) for two months, responsible for 16 Pre sellers in the field . Responsible for 4 Morchindizèrs I was responsible for Marketing Metrieal and following the Marketing activities in the field and following Sales as well. ● I worked in professional team as a sales supervisor responsible for key account and OP team in Basra and also I making new exclusive contract with these customers . ● I worked in Beirut Erbil for produce Potato and Chips I was Senior Sales Representative Responsible for all Basra and Omara customers and follow up the Basra Distributors as well ● I worked in Econem for painting and installation and solution responsible for Sales and Marketing department marketing new dealing with oil companies and making exclusive contract and agreement with company 			
	Language	Talk	Reading	Writing
	Arabic	Good	Good	Good
	English	Good	Good	Good