



**Saif Latif Abdali**



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Al-Adhamiya**



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# Education

**Al-Mustansiriya University**

**2002- 2006**

**Graduated from the science College  
and got BSC of computer science**

# work Experience

**01-04-2018 Till 01-08-2018**

**Sales Account Executive in Zain  
Telecommunications**



- 1- Achieve the desired sales target
- 2- Follow-up of financial dues For the customer .
- 3- Follow customer problems .
- 4- Follow up the work of competitors And their offerings in the market .
- 5- Make reports on my sales and problems that I face and submit them to the management to resolve them .
- 6- Make customer visits on a permanent basis .

**01-02-2016 Till 01-08-2017**

**Sales Specialist - France company**

- 1- Responsible for distributors in Iraq
- 2- Help distributors achieve sales target
- 3- Follow up the spread of the company's products in the market .
- 4- Make sales reports for the company and for all distributors .
- 5- Follow-up of financial dues to distributors .

**01-06-2014 Till 01-02-2016**

**Reporting Officer in Baghdad Company for Gas**

- 1- Project database administrator
- 2- Archive all related to the company's projects
- 3- Responsible for communicating with project suppliers and coordinating with them to conduct training courses for company employees

# Languages

Arabic ★★★★★

English ★★★★★

# Interesting



**01-11-2013 Till 01-06-2014**

**Reporting Officer and Database - Al- Naimi Company**

- 1- Corporate database administrator
- 2- Follow up customer goods
- 3- Organizing financial accounts for customers

**01-07-2013 Till 01-11-2013**

**• Reporting Sales Specialist - Sama Alwaha**

- 1- Follow up the work of distributors
- 2-Follow up and solve distribution problems
- 3-Follow-up of distributors' accounts and shares
- 4- Pursuing competitors in the market
- 5- Achieve the sales target
- 6-Make sales reports for the company and for all distributors

**01-11-2012 Till 01-07-2013**

**Management and Operation reporter**



- 1- Responsible of stock availability across Iraq.
- 2- monitoring to have a stable selling prices .
- 3- send daily, weekly and monthly reports to ZAIN distributors.

**01-12-2011 Till 01-06-2012**

**Account Manager**



- 1- Tracking distributor performance.
  - 2- design growth plan for the current DB consequently Zain growth.
- Prepare all reports & ppt. required to be presented for Zain management & distributor.

**01-10-2010 Till 01-10-2011**

**Branded Shops and Point of sale  
Coordinator**



- 1- Evaluate the old POS performance & new brand location to increase Zain DB, from other side to facilities & coordinate with POS & BS with MKT, finance, IT Dep. In Zain

**01-05-2010 Till 01-12-2010**  
**Trade Marketing and filed force**



- 1- Responsible for points of sales in part of Baghdad that dealing with ZAIN company
- 2- Increase there sales, get feedback from the owners of outlets
- 3- Collect information about competitors
- 4- Check the procedure of promotions
- 5- Check the activation method of SIM's and check if they have any problem with activation
- 6- Distribute the printing materials and gifts to all of outlets.
- 7- Check the main dealers of ZAIN company and supervise for the process of work.

**31-12-2007 Till 01-05-2010**  
**Call Center Representative**



- 1- Answer calls of customers and solve their problems.
- 2- Send the big problems with description of the problem to Support department to solve it.
- 3- Send network problems to Technical team.

# Courses and Certificates

**1- Attending the training course on MS-Office (Word, Excel, Power Point, and Outlook) / Microsoft-Learning Center in June .2012.**

**2- Training course on Basic Information about ToT (Training of Trainer) January 2013**



**3- Training leader ship in Zain IQ Apr 2018.**

