

Hayder Hammoodi Rashid

🏠 Iraq-Baghdad

✉: haidar.hammody@yahoo.com

🌐: [Hayder Rashid](#)

☎: 07901296973

💬: [haidar.h.rasheed \(Skype\)](#)



Engineering Professional with 10 years of experience in Business Management, Sales, and Engineering. Expert knowledge working with HVAC and other mechanical systems, and managing the procurement of supplies, materials, and technical products. Respected leader who leverages natural communication skills to influence decision making and build strong working relationships at all levels. Proven ability to devise solutions for complex problems, ensuring positive outcome.

Key Strengths

- Mechanical Engineering
- Business Development
- Relationship Management
- Procuring Materials and Technical Products
- Sales Channel Management
- International Business
- Conducting Presentations
- Achievement focus
- Client focus, networking & relationship building
- Teamwork & team leadership
- HVAC Systems
- Customer Service
- Strategic Planning
- Results driven and oriented

Professional Experience

GOLDEN PIPE COMPANY FOR GENERAL TRADING & WATER TRANSMISSION EQUIPMENT, LTD.

2015-2017

South Branch Manager

- Develop business relationships with international Oil & Gas, and EPC companies in Iraq
- Conduct presentations to government consultant to highlight GF products features
- Establish and develop a network of qualified dealers, and cultivate talented sales teams
- Secure competitive advantage through market research and investigating opportunities.

Achievements:-

- Build GP Business network through South region as recognized Pipe supplier.
- Get approval for GP products from Governmental Departments
- Expand the GP products to satisfy market need by adding new brands

FAISAL JASSIM TRADING CO. LLC—UAE HEAD OFFICE

2014-2015

Baghdad Branch Manager

- Established solid project forecast pipelines, and prioritized their short and long term objectives
- Grew relationships with stakeholders, including owners, consultants, and government departments
- Built local technical team for test commissioning of equipment in Baghdad and South of Iraq
- Worked closely with assigned team members to define top business development objectives
- Trained sales team on tactical tools, and used technical keys in company products to achieve targets
- Managed the development of innovative sales plans to maximize revenue from FJ products.

Achievements:-

- Establish sustainable strategic Business relationship with new customer
- Improve my team by adding new productive skill to achieve goals.

EWA—IRAQ—UK HEAD OFFICE, Automation—Building Management System

2013-2014

Iraq Country Consultant

- Maintained sales channel with distributor of EC company products in Baghdad and South of Iraq
- Developed company's relationship with contractors for hospital, hotel, and governmental departments
- Coordinated with hotel and hospital project management teams to generate new customers
- Built local technical team for writing and installing BMS services in Baghdad and South of Iraq.

Achievements:-

- Building strategic Business Relationship with all stakeholder like consultants, contractors and users of BMS.

ENDOWMENT BAGHDAD

2010-2013

Senior Mechanical Engineer

- Developed and maintained the Department relationship with suppliers and contractors
- Purchased, designed, and managed installation of central air conditioning systems
- Prepared bid analysis for mechanical systems—HVAC, water cooling, and generators
- Supervised the supply and installation of drinking water systems, using reverse osmosis
- Executed the design and review of air conditioning systems for religious buildings

THE COST CENTER—BAGHDAD

2007-2010

Sales Mechanical Engineer

- Identified and secured opportunities to achieve targets set by the company's management
- Coordinated directly with the sales and marketing teams to generate new clients
- Managed the implementation of all aspects of sales operations for various products

THE GREEN LAND COMPANY FOR GENERAL TRADING CO. LTD.

2004-2007

Sales Team Leader

- Worked collaboratively across departments in order to build a strong network of clients
- Dealt with main distributor for products, and built new sales channels to achieve target

LOCAL FOOD INDUSTRY COMPANY

2000-2004

Construction & operation

- Managed purchasing of Equipment's & Materials from local market and necessary for restaurants and bakery

MILITARY SERVICE—HVAC Maintenance Experience.

- Operated and perform periodic maintenance for central Chilled water System
- .Plumbing -Installation & repairing
- **Education and Training**

Bachelor of Science in Mechanical Engineer University of Technology, Baghdad	
Certified Purchasing Professional (CPP) & Certified Professional Purchasing Manager (CPPM) By APS (American Purchasing Society)	Johnson Control STC and LTC Air Side Product Johnson Control Dubai, UAE, 2014
Certified Purchasing professional CPP 2017 Blue Ocean Academy, Dubai	Johnson Control Unitary Applied Controls: Fire and Security Solution Overview Johnson Control Dubai, UAE, 2014
Advance Purchasing & Procurement Training 2017 Blue Ocean Academy, Dubai	Design Concept of Piping Networking for Drinking Water Project , Continuous Center of University of Technology in,2013
Human Resource Management 2017 Blue Ocean Academy ,Dubai	Drinking Water Treatment Continuous Center of University of Technology in 2012
Essentials of project Management Strategies 2017 Maples Project Management	Introduction for LG Products , LG AC Academy Baghdad, 2011
Alison Diploma in Customer Service, 2015	Foreign Currency Exchange Analysis Al-Manar Center for Internet Skills in Baghdad, 2000
Basic Fundamentals of GF Piping System GF Dubai, 2015	Hardware Maintenance Nationalist Center for Computers in Baghdad, 2000

Membership

Iraqi Engineers Association, Consultant Engineer

CIPS Member

Federation of Arab Engineers