

- Curriculum vitae – C.V



PERSONAL INFORMATION:

Full name: OSAMAH ABDULRAZZAQ IBRAHIM

Date and place of Birth: 1972,BAGHDAD-IRAQ

Address: IRAQ-BAGHDAD

Nationality: Iraqi

Gender: Male

Marital status: Married

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EDUCATION&ACADEMIC QUALIFICATIONS:

Average Diploma: Institute of Technology-Electronic Department
Year of graduate 1991 IRAQ-Baghdad

Bachelor's degree: College of Engineering - Electrical Department
ALMUSTANSIRYA UNIVERSITY
Year of graduate 2002-2003
IRAQ-BAGHDAD

Previous jobs (Including position that you occupied place of work and the duration of the work):

- **Commercial manager** at "**ZSCO**" Zamzam Spring group of Companies agency for Trucks brands as (VOLVO&ISUZU&MACK) & Machinery equipments & generators brand as (Volvo Penta,CASE , liebherr,...,etc) / Baghdad-IRAQ for two years ,from MAY.2016 to Feb.2018, this position included duties as (Procurement, team management, tenders ,logistics, sales forecast , Business plan, coordination, technical issues,etc).

- **Executive technical manager** at **BASSAM TRADING COMPANY** for laboratory equipments and machines, Baghdad-IRAQ for **four years**, from March. 2012 to Feb. 2016 this position included implementation of (logistics, coordination, technical issues, commercial issues, Procurement, tenders,etc) .

- **Sales manager** at **JMG Company** agency for Generators as (Perkins, FG WILSON), Baghdad-IRAQ for **one year** 2011-2012 .

- **Supervisor engineer** at **state company of electrical & electronic industries (SCEI)** of fields as production, manufacturer, quality control (QC) for generators, interrupter (Circuit Breakers), electronic & electric distributors boards ,Baghdad-Iraq / for **two years** 2009-2011

- **Supervisor engineer** at **Media & communication commission (CMC)** in communications fields, Baghdad-IRAQ for **two years**/May.2007-Apr.2009.

- **Sales engineer** for Electrical & Mechanical products & machines at **ALSRD Trading Company**, Baghdad-IRAQ / for **one year**/2006-Feb2007.

- **Owner and Assistant Engineer** at **ALBAZ bureau** for alarm and security systems and repair electric & electronic devices, Baghdad-Iraq for four years from 1995-1999.

KEY COMPETENCIES AND PROFESSIONAL SKILLS:

- Achieving efficiencies and driving costs down.
- Successfully delivering training to host government officials employees.
- Managing & supporting new business implementations and project rollouts.
- Continually focused on driving down expenditure.
- Knowledge of national and international import/export legislation.
- Identifying safety compliance issues.
- Comprehensive knowledge of logistical procedures and processes.
- Preparing procurement systems, including the processes to be implemented and their governing policies also analysis tenders or orders as requirements of technical Specification & Commercial issue and preparing & creating bids”.
- Eliminating obsolete and off-spec machinery, & reducing aging equipment.
- Identifying and quickly resolving any stock discrepancies that may occur.
- Turning every challenge into an advantage.
- Delivering change within a fast paced healthcare environment.
- Analyzing business data and drawing logical conclusions.
- Keeping abreast of developments in Logistics & Supply Chain methods.
- Confident in his ability to make the right decisions.
- Numeric and able to demonstrate an understanding of basic accountancy.
- Setting achievable objectives and managing all projects.
- Ensuring that all levels of service are at a very high standard.
- Capable of resolving differences without conflict.
- A willingness to gain professional or technical qualifications.
- Can communicate effectively with colleagues and people in the supply chain.
- Willing to take responsibility for the day to day management & administration of the Logistics department.
- Constantly striving for continuous improvement.

- ANOTHER KEY COMPETENCIES AND SKILLS:

- Technical & Commercial & marketing for the following:

A- (Generators Perkins, FG WILSON), pharmaceutical testing & filling equipments & pharmaceutical consumables products.

B- Electrical equipments and low voltage products.

C- Trucks, tipper, compactors, refrigerators boxes, aerial platform, ..., etc.

- Supervisory & administrative of staff with coordinate and manage training for staff.

- Supervise administrative for accounting staff also logistical tasks & project office systems and procedures with staff, lead support staff and technical staff orientation.

- Building Management System “BMS” as repair & maintenance & installation for electric and electronic devices as (security systems & fire alarm systems).

- Operating & installation & training or learning for scientific laboratory equipments.

- Coordinating business relationship with local & international companies.

- Languages: Arabic (native), English oral & written (Fluency)

- Computer “office programs” & Communications & emails.

- Competitor analysis, Presentation skills, Demand planning, Project management, Negotiating.

National and international Certificates of training:

- 1- Certificate- understanding quality, achieving quality, **office management and controlling physical of commerce & industry** by the international finance corporation (IFC) of the World Bank group in **BAGHDAD- IRAQ** on 2007.
- 2- Certificate-Planning & **Development by Managing time** and managing with Authority by the Iraqi American chamber of commerce & industry and the International finance corporation (IFC) of the world bank group in **BAGHDAD- IRAQ** on 2007.
- 3- Certificate-Introduction to **marketing, customer care** and product by the Iraqi American chamber of commerce & industry the International finance corporation (IFC) of the World Bank group in **BAGHDAD -IRAQ** on 2007.
- 4- Certificate-Computer skills course by the Iraqi American chamber of commerce & industry the international finance corporation (IFC) of the World Bank group in **BAGHDAD- IRAQ** on 2007.
- 5- Certificate-Regulations for specific technical issues by Albany associates & (MEC) in **AMMAN- JORDAN** 2008.
- 6- Certificate by Albany associates & CISCOM in **AMMAN-JORDAN** on 2008.
- 7- Certificate-General English course by net languages English on line language school by Albany & (MEC) net languages resources by The Iraqi American chamber in **BAGHDAD- IRAQ** on 2008.
- 8- **Certificate &successful participation** at Nanosurf AG –January,2013-Listol-Switzerland.
- 9- **Certificate & successful participation** at MESDAN S.P.A- May, 2013 Via Masserino,ITALY.
- 10- **Advance Certificate & successful participation** At MESDAN S.P.A- 2013 November, Via Masserino, ITALY.
- 11- Certificate pharmaceutical testing &filling equipments and consumables products & **successful participation** at PHARMATEST APPARATEBAU April, 2014, **Germany**.
- 12- Certificate &successful participation at JAMES HEAL –November, 2014, **ENGLAND**.
- 13- Certificate & **successful participation** at LINSEIS GmbH- December, 2014, **Selb , Germany**.
- 14- **Advance** certificate & **successful participation** at Nanosurf AG –2014-Listol-Switzerland.
- 15- Certificate for pharmaceutical testing &filling equipments and consumables products &**successful participation** at DOTT.BONAPACE&C.- 2014- Limbate ,MILAN,ITALY.
- 16- Certificate for ISUZU Service training "Periodical inspection training course" &**successful participation** at ISUZU MOTOR LIMITED on Jan. 2017 Tokyo, **Japan**.

honor:

- Won tenders and implemented contracts for **Ministry of Construction and Housing and Municipalities and Public Works G04&G13** tenders under Loan and instruction of the world bank "to supply trucks", as **commercial consultant**.
- Won tender and implemented contract for **Ministry of Electricity as G8-3** tender under Loan and instruction of the world bank "to supply trucks", as **commercial consultant**.
- Won tender and implemented contract for **"NGO" Welthungerhilfe "Germany Organization as IRQ-1007-LPO-016** "to supply trucks", as **commercial consultant**.
- Won Tender of **Ministry of Industry and Minerals** - General Company for Woolen Industries, Tender No.2012 /- 19 ص و ف "to supply machines", as **Technical consultant**.
- Won Tender of **Ministry of Industry and Minerals** – ALNOUMAN STATE COMPANY, Tender No.2013 /م 5 ن ع م, "to supply equipments" as **Technical consultant**.

Conferences:

The 2nd regional meeting for the coordination, 6th-9th January 2008 intercontinental- Muscat - Sultanate of Oman.

Memberships:

- 1- Iraqi engineers union.
- 2- Arabic engineers union.
- 3- Iraqi American chamber of commerce & industry (IACCI).
- 4- Babil chamber of commerce (FICC).

“References is available on request”