

# Ziad Tariq

## Projects Manger

Looking for a suitable Position in dynamic work environment, which will enable me to apply my quality inspection and problem solving skills gained through my academic background and work experience .



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Baghdad & Sulaymaniyah, Iraq

## WORK EXPERIENCE

### Projects Manger

#### Private projects

2016 – Present

Implemented several Projects

Iraq

#### Achievements/Tasks

- Implementation of Alwa Bagdad Shopping Project.
- Implementation of Alalmiya Feeding factory in AboGhriab.
- Implementation of 2500m2 stores in Dalil Alkhodra Company (Infinity agency ).
- Implementation of 3000m2 Cold stores in Alfursan trading company in Aldoraa.
- Implementation of Al-Tayib Factory in Balid.
- Implementation of 200 Karvans for Hundai Company (Karbala refinery).
- Implementation of Poultry hatchery in Yosfiya

### Project Manager

#### IZOPOLI S.A. Turkish Company

2006 – 2016

Turkish Company For manufactures insulating sandwich panels for industrial buildings and cold stores.

Iraq Izopoli S.A.

#### Achievements/Tasks

- Sulaymaniyah International Airport in 2008–2011.
- Implementation of stores in Ministry of Agriculture in Kurdistan in 2006–2011 .
- Logistic Station for Gulf Tennier Company (British and UAE Company in Um Qasir) in 2011–2013 .
- Implementation of in Yakdan Company for Poultry field in Hay al wahda in 2013–2014 .
- Implementation of Cold Stores project in Ministry of Defense for 8 Governorate Iraq in 2010–2011 .
- Implementation of 500 Sandwich Panels Karvan for the Ministry of Immigration in Iraq .
- Prepare and sell sandwich panel type Against fire to Ministry of oil and several private sector companies in Iraq .

## SKILLS

Has good relations network with poultry owner in whole Iraq

Full Microsoft (Excel,word , Power Point)

Autocad :Very good

Leader Ship

Planning

Problem Solving

Multi Tasking

## EDUCATION

### B.Sc. Business Management Baghdad

College of Economics 1996 – 2000

### Mechanical Department Baghdad Oil Training Institute 1991 – 1993

## LANGUAGES

ARABIC



ENGLISH



KURDISH



## CERTIFICATES

Certificate in Accounting and Budget

## WORK EXPERIENCE

### Sales Manager Aber Al-Shariq Syrian Company

2003 – 2009

Aber Al-Shariq Syrian Company for Soybean forl poultry feed,Sugar and Banana In Iraq

#### Achievements/Tasks

- Determine annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results .
- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products .
- Implement national sales programs by developing field sales action plans .
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors .
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies .
- Contribute to team effort by accomplishing related results as needed .
- Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target .
- Ensure targets are delivered through people management, performance review, reward and individual recognition .
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly.
- Provide on-the-ground support for sales associates as they generate leads and close new deals .
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Develop and implement new sales initiatives, strategies and programs to capture key demographics.
- Up sell to existing and potential direct accounts as well as provide sales support to distribution partners to participate in closing and order or to facilitate and add value to the selling process.
- Continually develop knowledge of the business climate, applications and competition for his/her defined geography and accounts.
- Maintain data relative to partners, accounts and activities and will document customer interactions.
- Prepare reporting as needed.

### Owner Zaid office

1993 – 2003

Owner Of Ziad office for poultry and Feeding