

Personal Information:

Name: Abd Ul.Hameed Basil Al.Khatib

Birthday: 11\Jan\1987

Gender: Male

Nationality: Iraqi

Marital Status: Married

Number of Dependents: Three

Current residence: Iraq – Baghdad – New Bismayah City.

Driving License Issued Country: Iraq

Contact Information:

Mobile No.: +964 – 7702577355

Email address: hameed_al.khatib@yahoo.com
hameed.alkhatib@gmail.com

Experience: (13 Years)

-Country Manager

Company Name: Wadi Al.Emlood Ltd.

Location: Baghdad, Iraq

Company Industry: FMCG

Job Role: Country Manager

May 2016 - Present

- My main responsibilities is managing the sales team to achieve sales target and increase our sales distributions area.
- Leading and Supervise all company departments like accountants, warehouses, machinery, ect.
- Make market study for competitors and find solutions to reach our targets.
- Make research and find new products and suppliers depend on Iraq market needs.
- Discuss with new suppliers.
- Make pricing and marketing strategies for new items and brands.
- Sending monthly, quarterly, and yearly reports to my managements and suppliers.
- Leading and supervise around 40 employees in different company departments.
- Working on forecast orders with our supply chain and suppliers.

-Brand Manager for middle and south of Iraq**Company Name:** Joudi International FZE**Location:** Baghdad, Iraq**Company Industry:** FMCG**Job Role:** Brand Manager

October 2014 - December 2015

- 1- Initially assist the management in completing the total required Sales Team Structure.
- 2- Control and manage the day to day activities of the Sales Team.
- 3- Create/implement a sales plan to achieve the company's set Sales targets.
- 4- Increase coverage and distribution (open new areas and new outlets).
- 5- Report daily sales to the Management team.
- 6- Assist in developing marketing strategies and implementation of promotional activities on the ground.
- 7- Work on forecasts and future orders.
- 8- Conduct continuous Market Studies and share the findings with the Management team.
- 9- Be in constant contact with The Northern Brand Manager to together achieve the targets and build the Arix Brand.

-Director of Commercial Dept.**Company Name:** Al.Shaykh Group of Companies**Location:** Baghdad, Iraq, Al.Arasat St.**Company Industry:** Trading and Constructions**Job Role:** Management

June 2013 – September 2014

I was responsible for managing the commercial business of the Group, management and follow-up of the Group's Subsidiaries, including Turkish company and Malaysian Company.

-Projects Manager**Company Name:** AL.Sharqia for Technology Projects**Location:** Baghdad, Iraq, AL.Arasat St.**Company Industry:** IT and Security Technology**Job Role:** Technology/IT

June 2010 - June 2013

My Main Responsibility in this company was manage all projects starting from pricing the BOQ to the end of project (From A To Z) and we have many projects in this field like :

- 1- Design and install security system for water resource Ministry in Kut.
- 2- Security system Case study for Basra government buildings.
- 3- Security system case study for Diwanya government.
- 4- Security checkpoints case study for entries of Basra government. And many more.

-Salesman**Company Name:** Bioactive T Scientific Bureau**Location:** Iraq, Baghdad**Company Industry:** Pharmaceutical**Job Role:** Marketing/PR

December 2009 - June 2010

My responsibility in this company was marketing pharmaceutical materials.

-Project Manager

Company Name: Iraq Development Group (IDG) for General Constructions

Location: Iraq, Baghdad, Al.Arasat St.

Company Industry: Construction

Job Role: Engineering

January 2008 - January 2010

I was director of the project Created building of national control for the Ministry of Science and Technology.

-Salesman

Company Name: Alpha Med Shubbar Drug Store

Location: Iraq, Baghdad, Al.Arasat St.

Company Industry: Medical/Hospital

Job Role: Marketing/PR

January 2007 - January 2009

My responsibility in this company was marketing pharmaceutical materials for Abbot (Solvay) company and Novonordisk Company.

-Projects Manager

Company Name: Al.Masa Co.

Location: Iraq, Baghdad, Al.Sena'a St.

Company Industry: Information Technology

Job Role: Project Engineer

January 2005 - January 2008

I was a projects manager in this company and I have managed many projects in security solutions field like:

- 1-Installation CCTV cameras in Baghdad International Fair using analog Cameras and fiber optic.
- 2-Installation CCTV cameras in Baghdad Airport using IP cameras.
- 3-Design and Install e-learning management system in National center for Training.

Skills:

- Using various computer software (MS Office, Photoshop, etc....).
- Can deal with customers and contractors.
- Leading team of site engineers and technicians.
- Leading Team of Salesmen and Sales Supervisors.
- Network design and installation.
- Have a good knowledge in IT and security solutions.
- Have a good knowledge in e-learning Management Systems.
- Referred team work.
- Work under pressure.

Education:

University: Damascus University

Location: Syria, Damascus

Degree: Bachelors

Branch: Information Technology Engineering College – Computer Network System

Year: 2009

Languages:

Arabic: Read: Native \ Write: Native \ Speak: Native

English: Read: Very good \ Write: Very good \ Speak: Good

References:

-Mr. Ayad Al.Sultan

Job Title: Chair Man

Company Name: Al.Sharqia Co.

Phone Number: +962 - 795567754

Email Address: ayadalsultan53@yahoo.com

-Mr. Loay Al.Bis

Job Title: Middle East Sales Manager

Company Name: Smartchem Hygiene Co.

Phone Number: +971 - 554690919

Email Address: loay@smartchemuae.com

-Mr. Ahmed Adris

Job Title: Sales Manager

Company Name: Al.Masa Co.

Phone Number: +964 - 7901313669

Email Address: ahmedadris75@yahoo.com

-Eng. Mones Abbas

Job Title: CEO and Chairman

Company Name: IDG Group

Phone Number: +964 - 7719952465

Email Address: ma_idg@yahoo.com

-Mr. Sufyan Zadan

Job Title: CEO

Company Name: Wadi Al.Emlood Ltd.

Phone Number: +964 - 7703381789

Email Address: sufyanzadan@yahoo.com