

# Mustafa Allawi

Communication Engineer

## Personal Information

Mobile: 07808888878

Email: mustafasaadon92@gmail.com

Date of Birth: 24 of March 1992.

Nationality: Iraq/Baghdad.

Gender: Male.

Languages: Arabic, English (Advance).

Marital Status: Single.



## Working background

### **2018 – Present:** Sales manager at GlaPro co Ltd.

- Spearheaded a team of 12 associates by building enthusiasm and adapting feedback.
- Actively monitored key performance metrics of sales team, identified challenges, and created new solutions applying proven problem-solving techniques.
- Inspired team performance daily using proven behavioral-based coaching, motivation, and management methodologies.
- Recognized for increasing territory sales revenue by 10% in the first 90 days.

### **2017- 2018:** Distribution Manager at Super Master technology.

- Led rapid expansion for Iraq Mobile market.
- Took part in 10 percent business growth in first year on job.
- Expanded territories through personalized business relationships, customized mentoring, and streamlined operations.
- Oversaw 1000 accounts for businesses in 12 States.
- Designed and executed plans and Target for DSR to generate high ROI.

### **2016-2017:** Sales Supervisor at HUAWEI Communication Technology Ltd.

- Worked with the sales and marketing departments to understand the Company's goals and missions.
- Planning and execute plans to increase the sales at a certain area.
- Developed and maintained strong communication with buying shops And customers.
- Redirect problems to correct resource.
- Creating daily, weekly, monthly reports as required from the company.
- Respond to requests for assistance in person, via phone, electronically.

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## Education

2012-2016: University of Baghdad College of Engineering, Electronics and Communication Department.

## Courses

- College course of business management and leader ship techniques.
- Certified Technical department college training (Asiacell)
- Training techniques course.
- Research methodology workshop.

## Computer skills

- MS office applications.
- Al Ameen Accounting system.
- Cisco Packet Tracer.
- Operating System maintenance.

## Personal skills

- Good communication skills.
- Having the ability of decision-making.
- Planning and organizing
- Attention to detail
- Ability to work in teamwork.
- Ambitious and easy to learn.
- Being able to work under pressure.
- Good Judgment, initiative and high sense of responsibility.
- Ability to travel.

## References

Available Upon request.