

## **Bahaa N. Jasim**

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**Notice Period:** Available

### **Personal Information**

Birth date: 1985

Gender: Male

Nationality: Iraqi

Marital Status: Single

Driving License: Iraqi

### **Professional Experience**

#### **1. Operating and maintenance team member at Sakr Power Systems (Sakr Holding- Lebanon) (2009-2010)**

Working on different types and ranges of Gen-sets at (10-24) MW power plants.

#### **2. Sales Executive at Sakr Power Generation (Sakr Holding- Lebanon) (2011-2013)**

Responsible for handling all sales issue in Sulaymaniyah

#### **Duties**

- Sending daily and monthly reports to the Deputy Managing Director
- Area market study
- Submitting and tracking commercial offers
- Preparing contracts between the company and clients
- Responsible for receiving Gen-sets from Lebanon in Sulaymaniyah showroom
- Follow-up all after sales services in Sulaymaniyah branch
- Handling all warranty issues of SPG Iraq
- Handling all delivery issues to other SPG branches or to the clients

**3. Area Sales Manager (Sulaymaniyah-Iraq) at Sakr Power Generation  
(Sakr Holding- Lebanon) (2013- 2017)**

Responsible for the promotion, management and development of the company's business, products and services in Sulaymaniyah area.

**Duties**

- Sending weekly and monthly reports to the Managing Director
- Preparing business plans
- Managing customer retention
- Maintaining comprehensive knowledge of products and services
- Maintaining necessary data and records for future reference.
- Evaluating current business processes and systems.
- Producing customer-specific proposals and attending customer meetings and presentations.
- Following up and supporting any potential new business with clients.
- Answering all incoming calls and enquiries promptly and professionally.
- Maintaining accurate client history on an electronic database.

**4. Sales Engineer (Sulaymaniyah-Iraq) at Bamok Power Generation  
(2017-2018) (Part time)**

Handling the B2B sales of different brands of Gensets and electrical panels.

**5. Sales Engineer (Sulaymaniyah-Iraq) at Tristar- Iraq  
(one of Al Sayer Group Companies- Kuwait) (Oct 2018-Nov 2019)**

Responsible for promoting and selling Doosan Portable Power products (Gensets, Air Compressors, and Light Towers) and Bobcat equipment.

## **Key Business Skills**

- Sales management
- Customer service management
- High level of problem-solving skills
- Experience of the B2B and B2C sales process
- Project management
- Marketing management
- Planning and organizing
- Time management
- Building long term relationships with clients
- Experience in tendering
- Preparing and submitting Techno-Commercial offers
- Financial and managerial accounting
- Handling petty cash fund
- Hospitality management

## **Computer Skills**

- Microsoft office (Word, Excel, Power point, Outlook, and Access)
- Gen-sets controller programming (DEIF, Harsen, and Deep Sea)
- AutoCAD
- Web development

## **Languages**

English, Arabic, Turkish, and Kurdish.

## **Education**

1. As'Sadiyah High School (1999-2002)
2. University Of Diyala , College Of Engineering  
**Bachelor Degree, Electronics Engineering.**  
(2003-2007)