

Mohammed Hamza

Citizenship: Iraqi ▪ Date of birth: July/28/1985

Contact

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Address

Baghdad, AL-Dora,

Profile

Objective I am an energetic, ambitious person who has developed a mature and responsible approach to any task that I undertake or situation that I am presented with. I am excellent in working with others to achieve a certain objective on time and with excellence. I'm seeking a position to utilize my skills and abilities in the Retail Industry that offers Professional growth while being resourceful, innovative and flexible.

I'm hardworking, loyal and friendly. As the enclosed resume indicates, I have strong hospitality, Management and Sales background based on in-depth experience with Management positions in networking companies and retail.

Availability One month notice

Managerial Technical Skills

Proficient or familiar with a Different quality assurance principles:

Six Sigma

ISO 9001:2008
Knowledge

Marketing

Break Even Analysis

Sales

Negotiations

Time sheet
management

Project Management
Professional PMP

Managerial Skills			
Proficient or familiar with			
Building and Managing Teams	Managing under crisis	Leadership	The Art Of Motivating & Leading Towards Employee Development (Workshop)
Balance Score Card	Costing		

Education and Certifications	
2003 to 2007	Secondary school
2007 to 2010	<i>Business diploma</i>

Work Experience

Haroun Group General trading

Full-time job

Sales Manager Central Area for(Arcelik)

December 2020, till Now

- ✓ Closed four deals with exclusive agents
- ✓ Negotiating with the other three agents in the central area in order to close the deals

Orient telecom

Full-time job

Sales Marketing Manager

January, 2017 till May 2019

- ✓ Increased sales 100% within 24 month.
- ✓ Managed team of 6 employees.
- ✓ Created and oversaw the implementation of marketing plan.
- ✓ Created and oversaw the implementation of sales plan.

Kurdistan Bridge KB

Full-time job

Stores Manager /

November, 2012 till 2015

- ✓ Increased sales from 0 – 6,000,000 USD within 24 month.
- ✓ Managed force 75 employees.
- ✓ Opened 4 outlets for international and regional franchisors.
- ✓ Ensuring total compliance with all store operational policies and franchise policies.
- ✓ Oversaw implementation of Franchisee processes and procedures.
- ✓ Managed client satisfaction surveys.
- ✓ Created and oversaw the implementation of operation plan.
- ✓ Management of Master Franchisee budget in coordination with the Operation Manager.

Computer Data Networks CDN (Iraq Team)

Full-time job

Support Engineer

January, 2010 to November 2012.

- ✓ Implemented Iraq International Getaway for data (IGW project)
- ✓ Iraq-Kuwait Fiber Line, Operation, Management (IPLC project)
- ✓ Implemented wide area networks WAN, which link nationally or internationally.
- ✓ Installing P2P wireless link for CDN's client.

KBR (Iraq Team)

Full-time job

February, 2009 to January 2010.

- ✓ Security Department
- ✓ IZ Badges Coordinator
- ✓ Data Entry

Hilala Al-Rafdaien HRINS

Full-time job

Support engineer

March,2005 to February, 2009

- ✓ Provide last mile connectivity for HRINS's clients.
- ✓ Provide customer service
- ✓ Monitoring HRINS's WISP network.

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Activities and Interests	
Reading	Self-development books
Sport	Football.

Languages	
Arabic (native)	English (Very Good)