

Cover Letter

- During my career in LG company, I was the most valuable employee in the company as I am fast execution, self motivated, smart worker, good team leader (as I was leading my team to the right direction not only giving orders) and also the best in relationship with the buyers and customers, as I had trainings for relationship and customer treatment (from Sales acceleration team and Sales master of LG) these trainings mainly for Customer Relationship Management and sales.
- I have good relationships with many Wholesalers and retailers dealers among all Iraq cities such as Baghdad, Karbala, Najaf, Babel, Nassirya, Basra, Erbil, Sulaymania, Dohuk and Kirkuk.
- I have the awareness on Business developments that related to the sales and products wise as well.
- I have successful targets achievements in DAEWOO Electronics company by setup Purchasing and sales plan.
- I have Excellent knowledge about Iraq market and I have the ability to lead and grow the business in Iraq.

"CV"



Personal Data:

Name: Fahad Imad Khalaf

Date of birth: 1988

Living in Erbil –Kurdistan - Iraq

Status: Married

Cell Phone: 00964(0)7502170301

E-mail: fahad.aldouri@gmail.com

Education:

2006-2010: BSc. In Computer Technique Engineering

Al Ma'moon University Collage

Baghdad-Iraq

Skills and Training:

- Working on all Microsoft Office Programs (Word, Excel and Power Point),
- Internet and E-mail excellent user.
- Make Communications and Good Relations with Dealers and Customers CRM.
- Got Training From SAP Korean team for SAP Program (Sales Acceleration Program).
- Got Training in sales from Sales Master of LG.
- Ability to manage any field of business, due to very good experience in Business management.

Professional Experience:

Aug 2010 - Oct 2011: work in LG Electronics Company as MC Logistics Officer.

- Receive LG Mobiles from LG Factories and deliver it to the two Distributers one in North Iraq and the other in South Iraq.
- Warehouse Managements.

Nov 2011 - Sep 2012: work in LG Electronics Company as HE Marketing Officer.

- Work as HE Merchandiser (Home Entertainment, Such as LG TV and LG Audio products).
- BTL Marketing for HE products.
- HE Market Study and Researches.

Oct 2012 – Mar 2014: work in LG Electronics Company as CE Merchandisers Supervisor.

- Supervisor of field marketing team under GTM department.
- Market Researches for CE Products (HE, HA and AC), and Monitoring Competitors Movement and Activities in the Market.
- Business developments such as Dealers expansion, new item fit for the market and customers demand, Etc.
- ATL Marketing, Brand Marketing, TV Commercial, Billboards.
- BTL Marketing, make Promotion for LG Brand Shops, make POP for CE Products and take care of LG Products display in LG Shops and other Multi Brand Shops.
- Responsible for LG Brand Shop Creation, make LG Star Shops (LG Zone) in Iraq Market.
- Coordinate between LG Company and the Distributers for Marketing, Promotion, Sales Projects.
- Take apart in Events and dealer Conference.

Apr 2014 – June 2016: work in Daewoo Electronics as Iraq Sales and Marketing Director Assistant

- Following up the orders with Daewoo Distributer, and coordinate between Daewoo and the Distributer.
- Following up the production and Shipments with Daewoo Head Quarter.
- ATL and BTL Marketing, Brand Marketing, TV Commercial, Out Door Activities, Promotion, Etc.
- PSI (**P**urchase **S**ales **I**nventory) check, Monitoring Sales and Inventory for each Item and setup Purchasing and Sales plan.
- SCM (Supply Chain Management).
- Market check, researches and competitors movement monitor.
- Business developments such as Dealers expansion, new item fit for the market and customers demand, Etc.

June 2016 – Present: Working in DAEWOO Electronics as Iraq Sales Manager

- Following up the orders with Daewoo Distributer, and coordinate between Daewoo and the Distributer.
- Following up the production and Shipments with Daewoo Head Quarter.
- ATL and BTL Marketing, Brand Marketing, TV Commercial, Out Door Activities, Promotion, Etc.
- PSI (**P**urchase **S**ales **I**nventory) check, Monitoring Sales and Inventory for each Item and setup Purchasing and Sales plan.
- SCM (Supply Chain Management).
- Market check and researches, Competitors Activities and Prices, Market Demand and Trend, Etc.

Characteristics:

Reliable, good behaving, dependable in work, hard working capability.

Languages:

Arabic mother language.

English (understanding, speaking and writing).

Good Knowledge in Turkish Language.

Basic knowledge in Kurdish language.