

Ziyad Nabeel Taqa

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Objective

I am looking for a position where I can maximize my 15+ years of management, program development, and integrate strategies to develop and expand existing customer sales, brand and product evolution, and social media endorsement.

Skills & Abilities

- Data Analysis
- Mathematics
- Advance MS Excel
- Communication
- Ability to Work Under Pressure
- Time Management
- Leadership
- Teamwork
- Creativity

Experience

2021 – 2022 | Sales and Marketing Manager, Shams telecom

- Achieve growth and hit sales targets
- Design and implement a strategic business plan that expands the company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching, and performance monitoring of sales representatives
- Present sales, revenue, and expenses reports and realistic forecasts to the management

2017-2020 | Business Development Manager, ISC

- Following up new business opportunities and setting up meetings
- SWOT analysis
- Communicating new product developments to prospective clients
- Overseeing the development of marketing literature
- Writing reports

2011-2017 | Head of Logistics, Zain Iraq

- Managing import and export via external distribution teams.
- Managing all supply chain activities.
- Cost management and reporting.
- Development of the logistics supply base.
- Supporting other departments within the company.
- Responsible for a team of over 20 staff that include warehouse keepers.



2008-2011 | Decision Support Manager, Zain Iraq

- Engage in brainstorming sessions with the Supply Chain Manager and Procurement team.
- Research with the Finance team and make reports.
- Analyze the financial background and history of rival companies offering services or quotation proposals.
- Prepare and maintain the database on all Supply Chain departments.

2006-2008 | Sales Support team leader, MTC Atheer

- Collects data from all sales channels for analysis.
- Develops methods and strategies for assessing large amounts of data.
- Presents sales reports to company managers, directors, and CEO.
- Conducts research into competitive companies and the surrounding market.

2000-2006 | Programmer, Ministry of science & technology

- visual basic programmer
- Graphic designer (3D MAX)
- WEB site developer (HTML)

Education

1998-2000	Higher Diploma in Graphic design, Iraq-Baghdad, National center of computers and Information
1994-1998	B.Sc. Mathematics sciences, Iraq, Baghdad University
1991-1994	High School, Iraq, AL Quds high school.

Certifications

- Web site designer, Italy, CPI
- Time Management, Kuwait, MTC
- Leadership, Iraq, PWC
- Mastering Purchasing Fundamentals, Online, NLPA
- Mystery Shopping Provider's Association, Asia/Pacific, Online
- Visually Effective Excel Dashboards / Udemy, Online
- PMP / Project Management Institute

Languages

- Arabic
- English