



Huthyfa KANNAN HUSSAIN

Date of Birth: 28.11.1990

Gender: Male

Nationality: Iraqi

Marital Status: Married

Languages: Arabic (Mother tongue), English (Fluent), Kurdish (Intermediate)

Experience

Jan 2019 –Present

Sales and Marketing Consultant/ Zamwa Company/ Baghdad

Responsibilities:

- Works as an independent consultant or as part of a consultancy firm to provide marketing expertise to clients
- Researches industries, markets, demographics, trends, sales results, and other data related to the client's products or services
- Analyses details of competitor offerings, including specifications, market share, pricing, and promotional materials
- Provides written documents and verbal presentations for each client to guide the creation of new marketing plans and strategies
- Recommends specific marketing approaches and spending budgets to achieve the client's desired sales goals
- Helps come up with new product and service offerings to increase shares in new or existing markets
- Assists marketing managers and directors in coming up with focused branding, positioning, and marketing tools for each product or service
- Works within the client's budget to produce effective promotional materials and advertising opportunities



Iraq- Baghdad



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Jan 2018–Dec 2018

Sales Representative/ RAWA'AT AL-MATHAK Company/ Baghdad

Responsibilities:

- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all service categories offered
- Possess in-depth product knowledge and be able to conduct demos and relay objection handling
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research and regular competitor monitoring

June 2016–Dec 2017

Sales Representative/ Al Yusr Company/ Baghdad

Responsibilities:

- Represent the company's products and services.
- Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics
- Generate leads and build relationships planning and organizing daily work schedule to call on existing or potential sales outlets.
- Establishes marketing tracking methods to help each client evaluate performance over time.

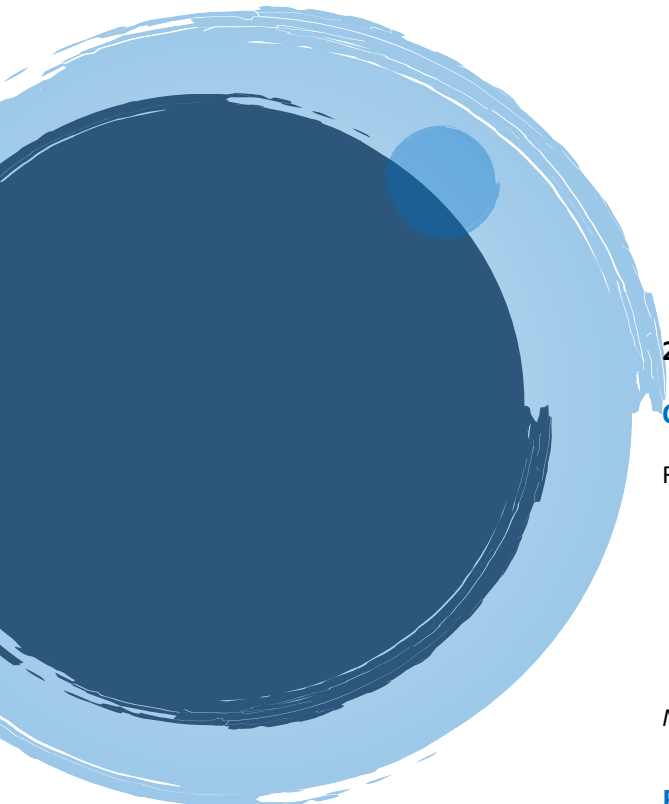
Feb 2013- May 2016

Assistant Marketing Manager/ GSK Company SARDAR COSMATIC Company/Erbil

Responsibilities:

- Visiting customers/external agencies
- Helping to organize market research
- Present and execute creative ideas for marketing activities



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- Knowledge of product pricing, packaging, distribution and positioning

2012-2013

Commercial Representative/ GSK Pharmaceutical Company/ Erbil

Responsibilities:

- Assessing clients' needs and present suitable promoted products
- Liaising with and persuading targeted doctors to prescribe our products utilizing effective sales skills
- Providing product information and deliver product samples.

Note: During 2009 till 2012 I worked in many pharmacies in Erbil and Diyala.

Education

High School, Diyala

Note: I studied at the oil institute but did not complete the study.

SKILLS:

- Microsoft office / Word, Excel and PowerPoint
 - Using internet/ Official correspondence
 - Writing Reports
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