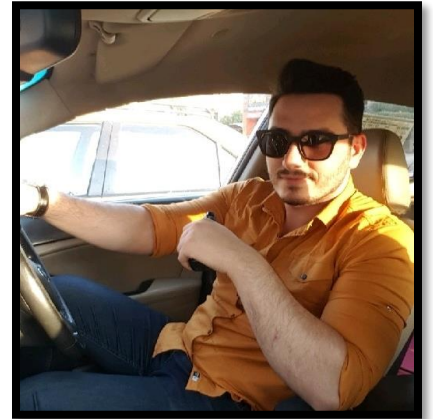


General information

- Name: Waleed Alaa
- Age: 28
- Address: Iraq – Baghdad – Alsaidya
- Email: www.waleedalaa88@gmail.com
- Phone: 07806969412



Education

University : Middle Technical Baghdad University

Faculty : Engineering

Department : Mechanical / Cooling and Air conditioning department

GRADE : Very Good

Work Experience

✓ worked at Hawkary group two years as a sales representative in Baghdad full Time from 4\2013 to 3\2015 on below Indian Agencies

- Ajanta
- Micro
- Ranbaxy

Key responsibilities

1. Daily Report
2. Weekly Report
3. Monthly Summary
4. Quarter Target
5. Building rapport
6. After sales service
7. Money collection
8. Follow up with key customers

✓ Worked in Almawj scientific bureau as a sales supervisor from 3\2015 to 1\2017 for this Agencies:

- Vitalism (francs company)
- Adi-pharma (Bulgarian company)

- ✓ Worked at century 21 American company for food supplement as a sales manager from 2\2017 to 1\2018

Responsibilities

1. Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.
2. Manage the sales administration function, operational performance reporting, streamlining processes and systems wherever possible, and advising senior management on maximising business relationships and creating an environment where customer service can flourish.
3. Responsible for managing the sales team, developing a business plan covering sales, revenue, and expense controls, meeting agreed targets, and promoting the organisation's presence through Baghdad
4. Assist in the development of the annual marketing plan, specifically advising on: realistic forecasts for each product and territory (based on historical data, market trends, competitive activity, promotional strategy and sales effort), realistic costs of operating the sales force; and sales promotion programme plans.
5. Ensure that all sales representative activities are in accordance with the guidelines of the Medicine
6. Responsible for the planning, recruitment, direction, organisation and control of sales managers and sales representatives to accomplish specific objectives.
7. Plan and implement a specific appraisal system that describes the responsibilities and performance standards for each member of the sales team, set individual territory sales and commission targets and administer the commission plan.
8. Personally observe the performance of medical representatives in the field on a regular basis.
9. Provide high standards of ongoing training for the medical representatives so that they possess sufficient sales and technical knowledge to present information on the company's products in an accurate and balanced manner.

- ✓ Working at ZAIN IQ telecom as a key account manager in government sales department from 1\2018 till now

Certification

- I have certificate in selling skills
- I have certificate in communications skills

Language:

- Mother language: arabic
- English Very good written & spoken

Computer Skills

- Professional in dealing with Computer Software & Hardware
- Programming (Auto cad designing, 3d max, Microsoft word and excel).
- Professional in dealing with internet, search engines and browse through the web