



Ashraf Mustafa Ismit

Personal Information

Phone: [07717776162]

Date of birth 1984

Marital status: married

Address: Iraq-Baghdad - zayona

E-Mail: [ashrafmustafa58@yahoo.com]

Education

management institution

Department: Computer systems

Graduated Year 2005-2006

Objective

Enhancing the quality of professional and personal life for self and others through continuous learning and skills developing by being the example and being the difference.

KOREK Telecom

1st of May 2012 till 1st of November 2020

Sales supervisor (Direct sales)

Key responsibility:

- Supervising the mass market activities and operations as planned in 4 governorates (Baghdad, Anbar, Wasit and Deyala)
- Growing sales revenue within an assigned governorate
- Presenting solutions to key decision makers
- Manage 12 team members in field and set monthly sales target for them to be achieved
- Prepare market analysis related to the services /products/promotion/price/commission

- Monitor sales activities (check dealer information, commission, balance , etc...) via PMB system to the dealers and sub dealers

Zain cash

1st of November 2020 – Current

Network and Distribution Expert

Key responsibility:

- Manage dealers and sub dealers' commissions include:
 - Download APP and linked with the wallet
 - Promote zain cash app through the non-government organization (NGO)
 - Distribute the wallet cards to the POSs
 - Activate the wallet card
 - Number of transactions
- Prepare daily/weekly/monthly report to the line manager
- Monitoring sales activities and stock availability in the market via system
- Manage 18 team members in field and set monthly sales target for them to be achieved
- Communication with the end user via bulk SMS service
- Monitoring banks transaction (cash to cash less and vise versa)

Qualification Skills

- Microsoft office
- Communication and Interpersonal Skills
- Active learning
- Time Management
- Accountability
- Sales planning
- Team management
- Team building

- Leadership
- Problem Solving
- Self-motivated

Languages

- Arabic-native language
 - English: mid-level (Speaking and Writing)
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Certificates and training courses

- Advance selling skills @skilliance 2013
- Management sales teams @ skilliance 2013
- Foundation of management and leader ship @venture international, 2015
- English language course at al- rajah institute 2017
- Certificate of appreciation from korek 2019
- Certificate of appreciation from korek 2020
- Excel advanced

Other experience records

- Al Atikan Mani dealer to Zain Iraq: (2008 to 2011)
- Reshan company for water pump and generators and agricultural machinery (2004 to 2006).

Attn: Ashraf Mustafa Ismat Baker.

Ref: 1006

Date: 3 February 2020

Subject: Thank You Letter

Dear Ashraf,

Due to the outstanding performance achieved in the Distribution and Mass Market unit, and your direct contribution to the achievement, we would like to acknowledge your commitment in handling the work and the efforts that resulted in achieving the gross sales target of 2019 and increasing the subscriber base.

Thank you for your excellent performance and dedication.

Keep up the Good work!

Sincerely,

Ahmed Diwan

CCMO



CC. HR Dept. / Employee Staff



CERTIFICATE of APPRICIATION

AWARDED TO

Ashraf Mustafa Ismat

On behalf of Korek management, we would like to extend our
Appreciation for the outstanding performance and exceeding assign targets.

Your proactive, initiatives, dedication and self-motivation is a source of inspiration for our organization.

Waleed AL-Heety

A handwritten signature in blue ink, appearing to be "Waleed AL-Heety".

SIGNED, Regional Management/Baghdad



Certificate of Completion

This certificate confirms that:

Ashraf Mustafa

has successfully attended the course:

Advanced Selling Skills

from: October 6, 2013

to: October 8, 2013

signature

signature


Dr. Fady Hariri / Trainer
Skilliance Management

Skilliance

Issue Date 21-Sep-15

Certificate of Completion

This is to certify that:

Ashraf Mustafa

Has met the standards required for completion of

Foundations of Management and Leadership (2 Days)

Held at NGS Training Center

between 20-Sep and 21-Sep of 2015



Venture
International®
Business Consulting & Training


Bassam El-Rifai
Venture International – General Manager



CERTIFICATE OF ATTENDANCE

Presented to

Ashraf Mustafa Essmat

For Attending

Excel Advanced

On 9th & 11th & 14th of March 2021

Talent Management &
Development

