

SAMER MUSTAFA

Date of birth: 01/10/1993

Nationality: Syrian

Gender: Male

CONTACT



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Facebook: <https://www.facebook.com/groups/botigabasma/?ref=share>

WORK EXPERIENCE

07/2021 – CURRENT – Irbil, Iraq

Promotions Demonstrator

Kernel Tech Services (KTS) Company

- Setting up and maintaining a demonstration area (a Booth).
- Keeping the demonstration area tidy and well stocked with products, samples, and/or literature.
- Demonstrating the features of a product or service to potential customers.
- Answering any questions potential customers might have about a product or service.
- Processing customers' payments.
- Staying up to date with product or service features.
- Identify interest and understand customer needs and requirements.
- Demonstrate and provide information on promoted products/ services.

2015 – 2017 – Latakia, Syria

Food Products Sales Agent

Al Raed company

- Giving sales presentations to a range of prospective clients.
- Negotiating all contracts with prospective clients.
- Coordinating sales efforts with marketing programs.
- Preparing and submitting sales contracts for orders.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices, and availability.

2015 – CURRENT – Latakia, Syria

Online Clothing Market Owner

Botiga Basma

Botiga is an online clothing market used by thousands of Syrians which serves high quality, low-cost and fashionable products for clients.

The Facebook page's link is up-attached.

2013 – 2015 – Latakia, Syria

Freelancing Agent

Phoenix4Marketing Company for Electrical Trading

EDUCATION AND TRAINING

2016 – 2021 – Syria

Certificate of Mechanical and Electrical engineering

Al Tishreen University

Field(s) of study

- Mechanical and Electrical engineering

LANGUAGE SKILLS

MOTHER TONGUE(S): Arabic

OTHER LANGUAGE(S):

English

Listening
B2

Reading
B2

**Spoken
production**
B2

**Spoken
interaction**
B2

Writing
B2

COMMUNICATION AND INTERPERSONAL SKILLS

● Soft skills

- Ability to learn new techniques and technologies individually.
- Excellent presentation and negotiation skills.
- Excellent written and verbal communication skills.
- Emphatic listener and persuasive speaker.

SOFT & HARD SKILLS

● Soft skills

- Teamwork skill.
- Ability to learn new techniques and technologies individually.
- Excellent presentation and negotiation skills.
- Excellent written and verbal communication skills.
- Emphatic listener and persuasive speaker.
- Delegation.
- Customer service.
- Active listening.

● Hard Skills

- Microsoft office.
- Searching and Surfing the internet.

OTHER SKILLS

● Online Courses:

- Communication Skills.
- Digital Marketing.
- Emotional intelligence.
- Analysis of personality patterns.
- Personal Branding.

CERTIFICATIONS

● Certifications

- Numeric Programming. (Place: Latakia, Syria, Given by Al Hakeem Center).
- Human Resource Management Diploma. (Place: Latakia, Syria, Given by NIPHD { National Incentive Project for Human Development }).