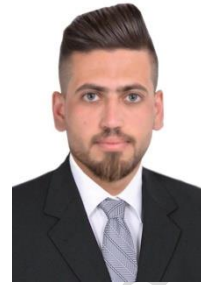


Suhaib Ahmed

Name: Suhaib Ahmed Mahmoud
DOB: December 19, 1993
Address :Baghdad– Iraq
Phone number : +964 781 209 7591
Email Address: alrawisuhaib23@gmail.com



Education:

BSc. From the College of Engineering, Department of Mechanical Engineering,
University of Al-Anbar.

Work Experiences:

Harf Promotion

Location: Baghdad – Iraq



- **Account Executive**, January 2019 - Present
 - Identifies and generates leads through networking, cold-calling and marketing, converting into key accounts
 - Manages the sales cycle from inception to execution
 - Built and retained long-term friendships/relationships with customers
 - Acted as key point of contact for the company, ensured a high standard of customer service by discussing technical problems or repairs required and recommending suitable products Planning and preparing presentations.

Al-Farage Printing Industries (Xerox)

Location: Baghdad – Iraq.



- **Business Development Manager**, December 2017 – January 2019
 - Following up new business opportunities and setting up meetings.
 - Planning and preparing presentations.
 - Communicating new product development to prospective clients.
 - Overseeing the development of marketing literature.
Writing reports.
 - Develop a growth strategy focused both on financial gain and customer satisfaction
 - Conduct research to identify new markets and customer needs
 - Arrange business meetings with prospective clients
 - Promote the company's products/services addressing or predicting clients' objectives

- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople

Scopesky Communication

Location: Baghdad - Iraq



- **Sales Executive**, July 2016 – October 2017

- Basic client relations and communication skills.
- Face-to-face meetings with customers (product presentations)
- Responding to general email and telephone enquiries.
- organizing sales visits
- demonstrating and presenting products
- establishing new business
- maintaining accurate records
- attending trade exhibitions, conferences and meetings
- reviewing sales performance
- negotiating contracts and packages
- aiming to achieve monthly or annual targets

Albimo for Furniture

Location: Baghdad - Iraq



- **Sales Officer**, January 2015 – December 2016

- impeccable customer service skills
- Excellent interpersonal communication skills, both verbal and written
- Motivated, driven attitude
- Sales-driven, results-driven, and target-driven attitude
- Aptitude for persuasion and negotiation
- Expert in time management
- Organized work ethic
- Proven track record in sales environment
- Ability to meet and/or exceed monthly and quarterly sales quotas
- Ability to create and deliver client presentations, especially power points and/or white papers

Training courses:

- **Workplace assistant**, Dubai 1-15 July 2018
Xerox Middle East (Dubai)



Find it, Map it, App it

- begin the conversation - business goals and challenges (build trust)
 - Uncover process problems - Map the current state (determine the impact)
 - create an optimized state - map the optimized state (value the ROI)
 - Present the optimized state - Show the value (connect to a business goal)
- **English Courses 2017**
Course learning English at BBC Institute
 - **Microsoft (C) 2016**
Course Microsoft (C) (word , excel , PowerPoint)

Languages:

- **Arabic:** Native.
- **English:** (Level IV) for reading and writing, (Level III) for speaking.

Computer Skills:

- Professional in Windows and Internet.
- Professional in Reporting and Emailing.
- Professional in Microsoft Word, Excel, PowerPoint and Outlook.
- Professional in information management
- Professional in 3dMax & AutoCAD
- Professional in CRM & Odoo Program

References:

All reference available upon request