**PROFILE**

Dynamic, Entrepreneurial sales management, with verifiable success, highly successful in building relationship with upper level decision makers development and adoption of profitable business, opportunities for available vendor for government entities. Plans and produces quality results to meet established goals. Generates innovative, practical solutions to challenging situations.

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| **SKILLS SUMMARY**   * Ethics and Values * Market identification * Staff building and training * Organization leadership * Developing new business | **COMPUTER SKILLS**   |  |  |  |  | | --- | --- | --- | --- | | Windows | MS Project | MS Excel | Matlab | | ANSYS | MS Word | MS Out look | Auto CAD | |
| * Mentoring and coaching * Conflict Management / Negotiating and resolving Disagreements * handle multiple tasks simultaneously with the ability to prioritize | |

Oversee all sales and business development functions including new product customer relationship development adjust various sales plans and programs storage products, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, and Professionalism. Procurement skilled work with multiple vendors to determine the best deals for the company.

**EMPLOYMENT HISTORY**

**Reda Group (Jordan / Iraq)**

**Sales Manager**

* Prepared bid specifications, evaluate bids, and select engineering and construction contractors
* Plan and lead the efforts of the project team through the development and execution of projects.
* Developed and implement projects which improve the profitability, operability, and safety
* Developed the scope of projects, evaluating options, and obtaining management approval.
* Managed the start-up of projects and project closure activities in a safe and timely manner so that the project benefits can be fully realized
* Responsible for contracts management, field RFI coordination, cost reporting and change order management.

**AL- Dabas Group (H.Q Jordan)**

**Sales Engineer**

Appointed by AL Dabas International Group in Commercial and Businesses Development department to build market position by locating, developing, and defining, negotiating, and closing business relationships.

* Proposal analyzing and studying, and preparing schedules for Tenders.
* Provided technical reports and guidance in preparation work statements, and delivery schedules.
* Cost estimator and preparing bill of quantities for all type of projects
* Preparing the proposals and RFQ, and monitor the progress for the project activities
* Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
* Supporting Senior Key Account Manager with daily activities.

**AL Barrary Group (Iraq / Baghdad)**

Al-BARRARY Co. is trading company working in (LV and MV) electrical power plant field. Work in proposal and tenders field, and industrial field.

**Sales Engineer**

Analyzing and studying Tender specification and pricing, preparing the time schedule and quantities for tenders, established strong image for company -Respect, Trust, Integrity trough marketing activities.

In charge of devising, developing, and implementing strategic and operational plans for Business Brokerage firm

**AL Qaswaa Group (Iraq / Baghdad)**

**Sales Engineer**

Responsible for all aspects of the business with customers in scope and oversee delivery of goods and services (Sales, Marketing and Technical Service). Building strong relationship with customers, making successful contracts, developing new business for company, forging strong relationships with external business partners. Present new products and services and enhance existing relationships.

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| **EDUCATION :** | * Master Degree in Mechanical (Power Generation) Engineering from University of Technology in Baghdad. * Master Degree in Mechanical (Power Generation) Engineering from University of Technology in Baghdad. * B.Sc. degree in Mechanical Engineering from University of Technology in Baghdad. |
| **PERSONAL INFO:**  PLACE OF RESIDENCE: | Baghdad |
| NATIONLAISM: | Iraqi |
| GENDER: | Male |
| MATRIAL STATUE: | Single |