**Ahmed Yehya Ibrahim**

**Baghdad / Al Mansour**

**Mobile : 07714431330 / 07827851679**

**E-mail:** [**yehya1952@yahoo.com**](mailto:yehya1952@yahoo.com)

**Work Email: ahmad.yahya@alqerat-foods.com**

**Work History:**

* **Al-Qirat company (Lay's Company (PepsiCo)) / Sales Manager / 2013 – Present**
* **MIC ( P&G ) Marmouka Company / 2007 – 2013:**

**Sales Supervisor (Supervisor inventory & warehouse system() / 2007 – 2011**

**Sales Manager (Promotion) / 2011 - 2013**

* **Rageeb Al-Taee company for cargo & shipping in Dubai / IT specialist / 2005 – 2007**

**Duties & Responsibilities:**

* **Reporting to the Management.**
* **Follow up the delegates in the markets and analyses the difficulties .**
* **Handling daily, monthly and Quarterly meetings with the staff and the Management in regards to the agreed plans & KPI's (Key Performance Indicator) .**
* **Responsible for implementing the company's plans in front of the administration and develop plans and making sure the supervising is meeting the company objectives and plans.**
* **follow-up with all teams to guarantee a smooth field operation in meeting targets.**
* **Attending regular meetings with our clients in order to meet their needs and discuss the difficulties & progress.**
* **Handling new meetings invitations for new clients in order to increase the clients base in the company.**
* **Field visits to the teams & distributors in regards to the day to day operation.**
* **communicate with clients on a daily bases via the company communication channels.**
* **Follow up intensively with our new clients to make sure their operation runs smoothly.**
* **Evaluate the department team members on a monthly bases.**
* **Manage the team incentives in relation of hitting targets individually and as a team.**
* **Monthly budget reviewing with the management.**
* **Train new starters and existing teams for any new process implementation or targets change.**
* **Communicate with the network provider & the IT equipment's suppliers.**
* **Follow-up with sub distributors ( West, middle, south ) and sure to make reach the goals.**
* **Growth at least 25 % from company targets.**

**Skills:**

* **logistics and customers service.**
* **Supervision & leadership .**
* **Communication channels (emails, phone, face to face meetings & social media channels).**
* **IT skills (networking, programming & installing).**
* **Working I.T in Dubai Company.**
* **Courses in warehouse system.**
* **Microsoft Office (Excel, PowerPoint, … etc.).**
* **Outlook.**
* **Training teams.**
* **Solving problems.**
* **Motivate teams.**

**Education:**

**Baghdad university / B.sc in computer science – 2004**

**Languages:**

**Arabic & English**

**References:**

**Available on request**