# Objective

**Buthina Abbas**

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Seeking a Challenging Career with a progressive organization that provides an opportunity to capitalize my skills and abilities in the field of my Experience.

# Work Experience

**Electrical experience** 2016-2019

Anwar AlHermal company for general trading and contracting LTD.

Project management, Design and component of substations. I work as a power and control design for LV Panels and MV switchgear.

I have further information about transforms, UPS, metering, control.

Speed control of motors and softstrater.

**Sales Manager:** 2016-2019

Anwar AlHermal company for general trading and contracting LTD.

Managing organizational sales by developing a business plan that covers sales, revenue and expense controls.

Monitor market prices and brands required Setting individual sales targets with the sales team.

Tracking sales goals and reporting results as necessary. Developing your sales team through motivation, counseling and product knowledge education.

Understand our ideal customers and how they relate to our products.

Pricing RFQ , Making Quotations , Sending offers , Arranging Delivering items ASAP , Making Invoices for the received POs, Documentations for the POs Invoices.

**Shipping/Logistics Coordinator** 2016-2019

Anwar AlHermal company for general trading and contracting LTD.

Communicate with shipping companies to ship goods from the world air, land and sea and track the shipment

Prepare shipping quotes for customers. Negotiate shipping fees with couriers.

Prepare sales reports for senior management. Keep a meticulous record of shipment information. Analyzing and optimizing logistical procedures.

Reviewing, preparing, and routing purchase orders.

Ensuring the safe and timely pick-up and delivery of shipments. Monitoring shipments, costs, timelines, and productivity.

**Warehouse management** 2016-2019

Anwar AlHermal company for general trading and contracting LTD.

Processing orders.

Manage storage programs and control more and less sales items and report items to be carried out of stock.

Maintaining statistical and financial records

Ensuring that quality objectives and delivery Deadlines are met. Managing budgets.

Administering stock control.

Ensuring compliance with health and safety legislation.

**Purchasing Manager** 2016-2019

Anwar AlHermal company for general trading and contracting LTD.

Developing and implementing purchasing strategies. Managing daily purchasing activities, supervising staff, and allocating tasks.

Managing supplier relations and negotiating contracts, prices, timelines, etc.

Maintaining the supplier database, purchase records, and related documentation.

Coordinating with inventory control to determine and manage inventory needs.

Ensuring that all procured items meet the required quality standards and specifications.

Preparing cost estimates and managing budgets.

## Designer

AL Jenina Clinic for beautify and dental Surgery

2016-2017

Designing Graphic using multi programs such as Photoshop , CorelDraw , illustrator , Designing Graphics Such as Logos , Business Cards, brochure.

## Programmer volunteer

CODE FOR IRAQ

2018-2019

I worked as a volunteer in CODE FOR IRAQ as is about more than Application & Network. it's about citizens, culture, community, sharing and cooperation.

# Education

## Bachelor’s Degree in Computer Engineer

University of Basra-College of engineering

2012-2016

Studying the hardware and software of computer, several languages of computer such as c c++ #c HTML , Ubuntu ,CSS

,MySQLand PHP programming , asemply , Arduino , studying lunix system , Communication,Control ,Autocad , Matlab, Computer Maintanence ,Programming and Microprocessor Lab, Graduation Project Focused on (Encryption and Decryption of Image in Multilevel permutation and Stream Cipher Key) Project Approved in the university and the university will turn the whole system in the future using the id code or barcode.

I was on the 2nd rank in my class at an average 79%.

# Language

Arabic (Native) - Very Good - Reading, Writing, Speaking. English - Good - Reading, Writing, Speaking.

# Skills

Managerial skills.

The ability to motivate others.

The ability to plan ahead and deal with unexpected changes. Good team working skills.

Interpersonal skills.

Verbal and written communication skills. Logical reasoning.

Numerical skills. Technical skills.

Exceptional verbal, written and presentation skills.

Ability to work effectively both independently and as part of a team.

Experience using computers for a variety of tasks. Competency in Microsoft applications including Word, Excel, and Outlook.

Knowledge file management, transcription, and other administrative procedures.

Ability to work on tight deadlines.