**Gulfjobseeker.com CV No:** **1406922**

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**EXPERTISE**

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| * Start up project and products implementation on market (telecomunications, construction chemical, mechanization,military, security) * Target oriented * Lead sales from finding a client to aftersales process * Ability to identify needs of market/customer and create tailor made offer * Relationship building and providing superior customer service * Resolving all possible complaints from customer * Closing strategies |

**CORE COMPETENCIES**

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| * Sales Manager with 20 years’ experience in field and in management positions * Knowledge of the European and the Iraqi market * Ability to cope with dynamic market conditions and develop sales strategy accordingly * Extensive knowledge of sales and marketing strategies * Excellent written and verbal communication skills including formal presentation skills * Persuasiveness, adaptability and innovation * Negotiation and strategic thinking |

**PROFESSIONAL EXPERIENCE**

2014 - 2015 Al Ruwag Leycochem LEYDE Baghdad, Iraq

**Sales Manager**

* Oversee large state region for sales of company products, supervising team of 6 sales representatives
* Preparation of target groups for products
* Recruit, mentor and train new product sales team members
* Travel to company retail locations to participate in sales and support marketing efforts
* Preparing tailor made solutions for customers
* Manage product sales lifecycle and oversee every aspect pre purchase to payment
* Gather and analyze data to prioritize clients and potential customer lists
* Complete managing sales,aftersales of construction chemical material and implementation service

2009 - 2013 DUEL d.o.o. Zagreb, Croatia

**Investment Liaison**

* Main liaison between Greenfield or Brownfield projects and private and institutional finance side
* Majority of projects were in Energy, Food and telecommunications
* Managed that all necessary project documentation was prepared, business plans managed for detailed inspections
* Communicate with potential private investors and Institutional finance agencies, banks

2006 - 2009 Albora (A1 group) Zagreb, Croatia

**Sales Director**

* Implementing new brand on Croatian market and leading team of 3 employees.
* Managing sales, after sales, service -installation departments, logisticc and distribution

2006 - 2006 Optima telekom Zagreb, Croatia

**Sales and Facility Manager**

* Negotiating all business-technical collaboration with Investors on ongoing and future projects
* Technical support for Technical Department.
* Seeking and obtaining new facilities for Telecommunications purposes
* Handling all maintenance

2005 - 2006 Vodatel telekom Zagreb, Croatia

**Sales Manager**

* Creating and supervising new TRIPLEPLAY services on Croatian market.
* Organizing new department for implementation of new service on market (all Sales, After
* Negotiating all business-technical collaboration with investors and creating analysis and reports for Management board

2004 - 2005 Carin d.o.o. Zagreb, Croatia

**Brand Manager**

* Responsible for brand of mechanical equipment "DIECI " and "Military equipment CRISTANINI".
* Organizing sales,marketing and all service activities regarding both brands

2001 - 2004 DUEL Sistemi d.o.o. Murska sobota, Slovenia

**Country Manager**

* Sales Management for brand of Chemical products for industry and households on Croatian
* market
* Special project with TEHNOUNION , Ljubljana, Slovenia
* Managed Sales and all other activites for program of ENERSYS VARTA , electrical program

1995- 1997 Duel d.o.o., Zagreb, Croatia

**Owner and director**

* Started with new project on Croatian market; distribution of advertising leaflets in mailboxes
* Distribution organization for the entire territory of Croatian
* Contract with retail chain Drogerie markt for 2 years

**EDUCATION**

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| * 1995 - 1997 Law University Croatia * 1990 - 1994 Civil Construction technical school Croatia |

**SKILLS**

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| * Microsoft Office tools * XPR security bronze level |

**LANGUAGES**

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| * English fluent * German basic * Slovenian basic * Arabic basic - second semester in progress from March 2015 |