

**Eyad**

[**Eyad.359207@2freemail.com**](mailto:Eyad.359207@2freemail.com)

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| Personal Information | * Date Of Birth : 7/11/1975 * Birth Location : Kuwait * Nationality : Jordanian * Marital Status : Married,3 Kids * Residence in Dubai * I have already valid Schengen Visa multi 1-year , I travel Frequently to Europe for business |
| Education  Work Experience:  Nov 2016 –Till Now | 1993 High School From Al-Faisaliah Private School Riyadh –KSA With Grad 84%  1997 B.Sc. in Computer Information Systems (C.I.S) From  Amman Private University Amman -Jordan With Good Grad  Syndic Technologies FZE  Position: **General Manager**  Job Description:-  -Managing all Management Activities  -Building Sales Channels In Middle East and Africa  -Managing Vendor relations with PaperCut,Asset, Flexera,Black Stratus  IP-Switch, EndPoint Protector  -Developing the leads and support the resellers channels  -Design all the solutions for gthe End Customers by integrating the ready-made SW Solutions and provide the full services after  -Provide all the related Trainings to the Customers and the channel  -Managing all the marketing activities in countries  -Building a team for Syndic Technologies FZE in countries. |
| May 2006 –Oct 2016  **Feb.2004 – May 2006** | **OKI Europe Limited/Middle East,India and Africa**  Position: **Regional Country Manager-Levant, Egypt and Iraq**  Job Description:-  -Achieve OKI Sales Targets Levant,Iraq and Egypt  -Develop 1st Tier Sales skills and level that allows the channel to meet their targets  -Maintain all call registration by our oki customers and handle and track them to proper action  -Provide Sales Product and Technology Trainings to the sales teams in these countries  -Developing all the reports which could help the distributors to enhance their sales and achieve  -Represent OKI in professional manner  Arrange,  -Manage and lead and present for all our OKI Marketing Events ,Seminars, Product Launches in these countries  -Choose and Appoint Distributors and channel partners in countries  -Create Promotions Plan to motivate the channels to increase their sales out  -Design Business meeting and conferences and launch events and host it with customers  -Giving full products Sales trainings to Sales Teams in deferent countries and help sales to  Close deals  **-**Very successful carrier in developing business in countries and make the growth of the target and achieve it  -Very successful carrier in developing the sales channels and routes to the market by creating a comprehensive reseller program and implement it in the region  -Challenging and Winning every year the best sales performance and get incentive trip.  **AL-Thuraya Digital Technologies (ADT)**  Position: **Sales and Marketing Manager**  Job Description:-  -Managing Sales and Marketing Dep.  -Business Plan Development and Support.  -Monitoring the sales cycle operation.  -Supporting Vendor Relationship  -Managing distribution different branded products  -Developing business contacts and building customer data base  -representing ADT in the marketing events.  -Developing Marketing materials.  -Number of employees reported to me is 8. |
| **Jan.2003 – Dec.2003** | **Dana Information Systems (CEB Group Member )**  Position: **Senior Sales Account Manager**  Job Description:-  - Opening New Accounts.  - Segmenting the Medium and small business market.  - Following the sales cycle and process.  - Support the clients relationship and quality of services  - Preparing the promotions for the offers .  - Focusing on the government and non-government bed’s requirements and presales .  - Promoting the products include the needed presentations.  - Developing the business and expert in final closing of the deals .  - Selling S/W products like Anti Virus and backup S/W  - Specialized in selling Microsoft OLP,OEM,OSL products |
| **Feb.2002 – Jan 2003** | **The Arabian Company for Electronic Systems (ACES)**  Position: **Marketing Manager**  Job Description:-  -Preparing Strategic Marketing Plans  -Oracle Partner Network Certified (OPN) obtained for ACES  -Marketing Materials (brochures, company profiles, email shots)  -Registration in Governmental and Non-profit Organizations and Fostering Relations (JUSBP, JEDCO, AWTC, etc)  -Supporting Intaj Membership  -Intellectual Property Registration  -ACES Web Site Map and Materials |
| **Jan. 2001 – Jan 2002** | **Ideal Systems (Ideal Group Company)**  Position: **Microsoft Product Manager**  Job Description:-  -Microsoft Business Development and Plans  -Microsoft Small and Medium Organization and Anti-piracy  -Client Relation Support  -Supporting Microsoft Partnership  -Developing Microsoft Sales Leads  -Developing Promotions  -Microsoft Targets and Achievements  -Developing Microsoft Market Share  -Participating in Microsoft Open Door Series |
| **Sep. 1997 – Oct 2000** | **Mindware**  Dubai Internet City-Dubai UAE  Position: **Business Development Manager (KSA)**  Job Description:-  - Sales and Marketing Development in Saudi Country  - Working Remotely and reporting remotely  - Product Marketing, hardware and software (Microsoft, Compaq, IBM, Intel, CISCO, etc)  - Vendor Relations (Microsoft, Compaq, Intel, CISCO)  - Sales Team Leader  - Organizing Marketing Events and Activities (seminars, exhibitions, promotions, product bundles)  - Client & Resellers Relation Support  - Expanding Client Database (breadth and depth clients)  - Marketing Product Materials  - Marketing Tools (email shots, fax shots, marketing messages)  - Building Distribution and Stock Strategies  - Managing Logistics (pricing, costing, stock rotations, stock balance)  - Microsoft Price List and Logistic System (MOE)  - Monitoring and Developing Microsoft Market Share  - Participating in Microsoft Open Door Series  - Distribution channels professions |
| Professions: | * MS WIN98,2000,XP,…,latest * MS Office 97,2000,XP,…,latest * MS IE 5,..,latest * MS Outlook ,Lotus |
| Courses: | -Microsoft Sales Specialist at Microsoft Saudi years: 1998,1999,2000  -Life Insurance Consultant at ALICO Jordan year 2002  -English Language Courses at AL-Yarmouk Center Jordan years 1992,1993,2002  -AROS Sales and Technical Specialist Training 2004  -OKI Academy |
| Certifications: | Microsoft Sales Champion of Middle East and East Mediterranean for Year 2001 (Certified from Microsoft Dubai dated march 2002)  AROS Sales and Technical Year 2004 (Certified from AROS Italy-Milano Dated August 2004)  OKI Academy all certificates 2006-2016  Every year I win the awards of the sales champions in EMEA and I get the incentive trip |
| Languages: | Arabic  **English** |
| References: | Up on Request |