

**Eyad**

**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
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|  EducationWork 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 GradSyndic Technologies FZEPosition: **General Manager**Job Description:--Managing all Management Activities -Building Sales Channels In Middle East and Africa-Managing Vendor relations with PaperCut,Asset, Flexera,Black StratusIP-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 mannerArrange, -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
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| 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 2006-2016Every year I win the awards of the sales champions in EMEA and I get the incentive trip |
| Languages:  | Arabic**English** |
| References: | Up on Request |