

Ahmad D Murad

أحمد ذياب مراد

Marketing, Communications & Export Sales Unit Head

SUMMARY

- Unique mix of Local, Regional & International Sales, marketing, research, business development and corporate communications skills
- Over 16 years of experience in E-Internet, E-commerce, E-Marketing, B2B, high-tech, Communications and professional service sectors
- Hybrid Knowledge Management and Corporate Marketing background

Objective

I am seeking a Full-Time Job to work in a company, which is very progressive & is always open to new ideas & challenges. I would like to engage & involve my experience, skills, creativity, hard work & Intelligence as an International Marketing & Sales Executive to devise the best Marketing & Sales Strategies for my Company.

Professional Experience:

November 2016 – Until Present

Gulf Paramount for Electrical Services Company

Marketing Intelligence

Position: Marketing & Sales Executive – Marketing & Services Depts.

Responsible for

- Handling & Developing the Marketing Business, Intelligence Analysis, Local & International Sales & Marketing Campaigns, Marketing Plans,
- Researching & reporting on external business opportunities & for Projects, Bids, Deals Databases & their Business Intelligence.
- Handling the Export Business with the Export Manager by supporting the Sales, Projects & Tenders, revenue & reporting directly to the General Manager & Technical Manager.
- Handling & organizing the Company Registration & participation in the Local, Regional & International Exhibitions.

Achieved the following:

- Participated in many local, Regional & International Exhibitions.
- Granted & obtained many regional & International Business Deals and Opportunities.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Note: Gulf Paramount is a new Subsidiary (Division) of RIC Group (Since 16th.November.2016)

December 2009 – November 2016

Refrigeration Industries Company RIC [Coolex] (Sulaibiya)

Marketing Intelligence

Position: Marketing & Export Executive – Marketing & Export Depts.

Responsible for

- Handling & Developing the Marketing Business, Intelligence Analysis, Local & International Sales & Marketing Campaigns, Marketing Plans,
- Researching & reporting on external business opportunities & for Projects, Bids, Deals Databases & their Business Intelligence.

- Handling the Export Business with the Export Manager by supporting the Export Sales, Export Projects & Tenders, revenue & reporting directly to the Export Manager, Commercial & Operations Manager & also to the CMD.
- Handling & organizing the Company Registration & participation in the Local, Regional & International Exhibitions such as Big 5 Show Dubai, Project Qatar, Inter-Buildex, and Inter-Climatex, Buildex & GulfBid year 2009, 2010, 2011 & 2012.
- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Opened the Iraq, Egypt, Sudan, Oman, Qatar, UAE, Bahrain, Libya, Morocco, and Algeria & Cyprus Markets by searching & reaching the HVACR, Electromechanical, Construction and Building Companies.
- Participated in many local, Regional & International Exhibitions.
- Granted & obtained many regional & International Business Deals and Opportunities.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

August 2008 – July 2009

Sail Shipping & Logistics Company (Dhahiri)
The 80 Quality International Company [Sister Co] (FDZ)
Position: Business Development Unit Head – BDD

Business Intelligence Development

Responsible for

- Handling & Developing the Company Business, Sales Plans for the Logistics, Transport, and Shipping & Customs Clearance.
- Developing New Business Accounts, Potential Customers, and Relations with the Local, Regional & International Companies specialized & dedicated in the Shipping, Forwarding, and Freight & Air Cargo.
- Researching & reporting on internal & external business opportunities in the Transport & Shipping via KSA, Kuwait Free Duty Zone & Iraq.
- Handling the Outside Kuwait business & internal Business with the Forwarding Manager & CMD and reporting directly to them.
- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Opened & developed the Iraq Markets especially with many International & Regional companies looking for shipping via Kuwait, KSA & Jordan.
- Granted & obtained many regional & International Business Deals and Opportunities for shipping, forwarding and transport the shipment via KSA, Kuwait Free Duty Zone and to Iraq.
- Handled oversized & Huge Shipments such as Iron Ductile Pipes, Industrial Glass, AC Chillers, Portland Cements, Iron Bars & Coils, Cars, Trucks and Wood from KSA, USA, Canada, Europe, China, India, UAE addressed to Iraqi Markets.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

March 2007 – June 2008

Protech Company for laboratory Furniture Manufacturing (Jordan)
Position: Sales Export Executive – Export Department

Sales Export

Responsible for

- Handling & Developing the Company Export Sales & Business in the Local & Regional Markets especially the Arabian Countries.
- Developing New Business Accounts, Potential Customers, and Relations with the Local, Regional & International Companies specialized & dedicated in the Building, Construction, Real Estate, Architecture, Healthcare, Education, Petrochemicals, Chemicals, Oil, and Gas & Pharmaceuticals Industry.
- Researching & reporting on external business opportunities & for Projects, Bids, Deals Databases & their Business Intelligence.
- Handling the Export Business with the Export Manager by supporting the Export Sales, Export Projects & Tenders, revenue & reporting directly to the Export Manager and the CMD.

- Handling & organizing the Company Registration & participation in the Local, Regional & International Exhibitions such as Big 5 Show Dubai, Project Qatar & Arab Labs year 2007, 2008 & 2009.
- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Opened the Iraq, UAE, KSA, Sudan, Yemen, Lebanon & Libya Markets by searching & reaching the Building, Construction, Real Estate, Architecture, Healthcare, Education, Petrochemicals, Chemicals, Oil, and Gas & Pharmaceuticals
- Participated in many local, Regional & International Exhibitions.
- Granted & obtained many regional & International Business Deals and Opportunities such as the PETRO DAR Project in Sudan 2007, working with the AL ARRAB Contracting, Saudi Oger, SABIC, ARAMCO & Seif Construction Companies in KSA & working with the USAID in AL BASRAH Children Hospital Projects.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

September 2006 – March 2007

East Mediterranean for Printing Inks Company (Jordan)

Sales Export

Position: Sales Export Executive – Export Department

Responsible for

- **Establishing new Export Department with the Sales Manager & CMD.**
- Handling & Developing the Company Export Sales & Business in the Local & Regional Markets especially the Arabian Countries & Europe.
- Developing New Business Accounts, Potential Customers, and Relations with the Local, Regional & International Companies specialized & dedicated in the Plastics, Packing, and Packaging, Printing, Paper, Cartoon, Petrochemicals, Chemicals, Pharmaceuticals, Farms, Nutrition & Alimentation & Agri-alimentation Industry who seek & looking for the Printing Alcoholic & Water Inks used in their Industry.
- Researching & reporting on external business opportunities.
- Handling the Export Business with the Sales Manager by supporting the Export Sales, & reporting directly to the Sales Manager and the CMD.
- Handling & organizing the Company Registration & participation in the Local, Regional & International Exhibitions such as Big 5 Show Dubai, Project Qatar & Arab Labs year 2007, 2008 & 2009.
- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering)the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Opened the KSA, Sudan, Yemen, Lebanon, Libya & especially Spain Markets by searching & reaching the Plastics, Packing, and Packaging, Printing, Paper, Cartoon, Petrochemicals, Chemicals, Pharmaceuticals, Farms, Nutrition & Alimentation & Agri-alimentation.
- Granted & obtained many sales export deals from KSA, Sudan and Spain where we started to export our inks widely with one of the biggest Marketing & Promotion Group in Iberia Island & Europe.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

June 2005 – August 2006

Kuwait International Standard Group (Kuwait)

International Procurement

Position: Sales Export Executive – Export Department

Responsible for

- Handling & managing the Company International Procurement Business in the Local & International Markets with the International Companies specialized in the Marble, Granite & Natural Stones in Italy, Spain, China, Turkey, Iran, and Egypt & KSA.
- Establishing & Developing New Business Accounts, Potential Customers, and Relations with the Local & International Companies specialized & dedicated in the Marble, Granite & Natural Stones.
- Negotiating the Prices, Offers, Procurements Purchase Orders, the Terms and Delivery and getting the Best prices with the best Terms.

- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Established new business relations with the Spanish & Italian Companies for the new projects in Kuwait, KSA & Iraq.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

July 2004 – June 2005

Al Safad Land Contracting Company (Jebel Ali Free Zone)

International Procurement

Position: Commercial Unit Head – Commercial & Procurement Department

Responsible for

- Handling & managing the Jordan & Iraq(Especially) Projects Supplying by contacting & reaching the Regional & International Companies working in the GCC Region who supplied us with many Raw Materials and Basic Materials for the Projects.
- Establishing & Developing New Business Accounts, Potential Customers, and Relations with the Regional & International Companies specialized & dedicated in the Projects and Manufacturing Industry.
- Negotiating the Prices, Offers, Procurements Purchase Orders, the Terms and Delivery and getting the Best prices with the best Terms.
- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Established new business relations with many Arabian, Regional & International Companies & Groups.
- Involved in many Iraqi Projects Supplying and delivering in long term business relations and in a short duration period.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

December 1998 – May 2005

Best Friends Company for Internet & Computers (Jordan)

IT Sales & Tech. Maintenances

Position: IT Sales Professional – Sales Department

Responsible for

- Handling & managing the IT Sales & maintenance for the Company's Customers & Clients on Daily & Weekly Basic.
- Establishing & Developing New Business Accounts, Potential Customers, and Relations with the Local Companies specialized in the IT & Telecommunications Industry.
- Negotiating the Prices, Offers & submitted Purchase Orders, the Terms and Delivery and Giving the best prices, Offers with best terms.
- Starting to Handle & Manage (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Established new business relations with many Local Companies & Groups.
- Involved in many Private & Publics IT & Telecommunication Projects Supplying and delivering in long term business relations and in a short duration period.

Between 1998 to 2004 – Freelancer Business & Communications

Samer Al-Jilany Trading Establishment (Jordan)

International Communications

Position: Freelancer Business Communications & Development

Small Brief: Samer Al-Jilany was dedicated in the Cartoon, Papers Rolls & Sheets Import & Export only in the Jordan and West Bank Market.

Responsible for

- Handling & managing the International Business Communications for the Company's Business Import & Procurement on Daily & Weekly Basis.
- Establishing & Developing New Business Accounts, Potential Customers, and Relations with the Local Companies specialized in the Packing, Packaging, Printing and Paper Industry.
- Negotiating the Prices, Offers & submitted Purchase Orders, the Terms and Delivery and getting the best prices, Offers with best terms.
- Also Handling & Managing (Writing, Copywriting, Emailing, Messaging, Lettering) the Company's Sales, Marketing, Export, Commercial & Shipping Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

Achieved the following:

- Established new business relations with many Local Companies & Groups in this industry by increasing & varying the Paper & Cartoons Materials.
- Involved in many private & public Paper & Cartoons Deals supplying and delivering in long term business relations and in a short duration period.
- Translated & Handled the Official Company's Documents, Letters, Faxes & Emails Arabic-English, and English-Arabic Translation & Services.

EDUCATION

1999 - 2003

**3 Year-Diploma in Systems Engineering
Studying Systems Engineering & IT Business App**

**Compubase Intel of Jordan College
Amman, Jordan**

1996 - 1999

EFC – Business English

International Business English, Business Communications, Commercial Correspondence & Business Sales

University of Cambridge, UK

1996 - 2000

Business French

International Business French, Business Communications, Commercial Correspondence & Business Sales.

University of Sorbonne, France

1994 - 1995

**High Secondary School
Studying Scientific Section, Graduate with 74%**

**Ikhlas Private High School
Damascus, Syria**

1980 - 1991

Primary, Elementary, High School

**Kuwait Public & Private Schools
Kuwait City, State of Kuwait**

TOOLS & Additional Skills

- Daily extensive use of Internet, Intranets and online services using Laptop, Desktop & Smart Phones.
- MS Office and SharePoint user
- Using & working on Microsoft Windows XP, Vista, 7 & 8, 10 & Windows Server 2008 & 2012, Linux, Ubuntu, Macintosh & Solaris Operating Systems.
- Microsoft Windows 2003, 2008 & 2012 & Exchange 2003, 2005 & 2010 Servers.
- Oracle Database & Application in Sales, Marketing, Finance, Procurement & Stores.
- Training courses: Knowledge management, time management, multi-cultural awareness, management, interview skills, presentation/writing skills, conflict management, Intranets
- Over two years programming in SQL (on PC & Server).
- Advanced Arabic-English & English-Arabic Translation Services & Handling.
- Advanced Database Marketing Handling, Running & Managing.
- Emotional Intelligence Skills.
- Interpersonal Skills.
- Detailed-Oriented Skills.

LANGUAGES

- Arabic:	Mother tongue	- English:	Fluent
- French:	Fluent	- Spanish:	Fluent
- Italian:	Basic Reading & Speaking.		

Attitudes

Team-Working, Hardworking, Reliable, Sociable, Tolerant, High caliber Creative, Ambitious, Self-esteemed, Quick Learning, Business-Oriented & High Skilled

PERSONAL & CONTACT DETAILS

- **Name:** Ahmad D. Murad
- **Nationality:** Jordanian.
- **Civil ID Number:** 275060208105.
- **Date of Birth:** 2 June 1975.
- **Place of Birth:** State of Kuwait – Kuwait City
- **Marital status:** Married with two Daughters.
- **Telephone Kuwait:** +965 60020324.
- **Emails:** ahmad.1975.murad@outlook.com
- **Hobbies:** Photography, writing, movies, quality food, travelling, Cooking, Internet, Social media, swimming, music, Languages & Cars.

REFERENCES

- Available upon request.