



# Osama Alatyat

## Contact Information

- +962 796541212
- Oalatyat@aol.com
- Jordan, Amman
- LinkedIn.com/Osama-Alatyat
- November 22nd, 1979

## Education

- Master's Degree in **Business Administration**  
City University, Malaysia, **2024**
- Diploma Degree in **Computer Network Engineering**  
Arab Community College, **2013**

## Languages

- Arabic:** Mother Tongue
- English:** Very Good

## Skills

- Sales Management
- Leadership Skills
- Public Speaking
- Team Management
- Strategic Planning
- Customer Relationship Management
- Event Management
- Public Relations
- Training and Development
- Budget Management
- Negotiation Skills
- Problem-Solving
- Communication Skills
- Time Management
- Analytical Skills
- Adaptability
- Critical Thinking
- Organizational Skills
- Conflict Resolution
- Decision Making

## References

Available upon request

## Professional Summary

A dedicated and results-driven professional with a proven track record of success in sales management, event organization, public relations, and team leadership. Skilled in strategic planning, customer relationship management, and cost-saving strategies. Strong communication, negotiation, and problem-solving abilities. Experienced in managing teams, training and development, and budget management. Highly adaptable, with a focus on continuous improvement and achieving organizational goals.

## Work Experience

### Sales Manager

CBS Electric, Amman, Jordan  
2024 - Present - Present

- Develop sales strategies:** Create and implement effective sales strategies to achieve company revenue targets
- Lead sales team:** Manage and motivate a team of sales professionals to drive performance and meet objectives
- Client relationship management:** Build and maintain strong relationships with key clients to ensure customer satisfaction and retention
- Market analysis:** Conduct market research and analysis to identify opportunities for business growth and expansion
- Budget management:** Develop and oversee sales budgets, ensuring cost-effectiveness and profitability

### Exhibition Director

Lemar Lighting, Amman, Jordan  
2022 - 2023

- Event planning:** Organize and coordinate all aspects of exhibitions, including logistics, marketing, and participant management
- Budget allocation:** Allocate resources effectively to ensure successful execution of exhibitions within budget constraints
- Stakeholder communication:** Collaborate with internal teams and external partners to ensure alignment and achievement of exhibition goals
- Visitor engagement:** Enhance visitor experience through engaging displays and interactive components
- Performance evaluation:** Evaluate the success of exhibitions based on attendance, feedback, and overall impact

### Supervisor

Independent schools, Amman, Jordan  
January 2019 - May 2019

- Staff management:** Supervise and support teaching staff to maintain high standards of education delivery
- Curriculum oversight:** Ensure curriculum implementation aligns with educational goals and standards
- Parent communication:** Maintain open communication with parents regarding student progress and school activities
- Performance evaluation:** Assess staff performance and provide feedback for continuous improvement
- Regulatory compliance:** Ensure adherence to educational regulations and policies to maintain school accreditation

### Public Relations Manager

Football Attack Academy, Amman, Jordan  
2023 - 2022

**Media relations:** Develop and maintain positive relationships with media outlets to promote the academy and its activities

**Brand reputation:** Protect and enhance the academy's brand reputation through strategic PR initiatives

**Crisis management:** Handle PR crises effectively to mitigate negative publicity and maintain public trust

**Event coordination:** Plan and execute PR events to engage stakeholders and enhance brand visibility

**Content creation:** Develop compelling content for press releases, social media, and other communication channels

### **Satellite Technician**

Private, Dallas, USA

July 2018 - August 2018

**Satellite installation:** Install and configure satellite equipment for optimal signal reception and performance

**Technical troubleshooting:** Diagnose and resolve technical issues related to satellite systems and connections

**Customer support:** Provide technical assistance and guidance to customers for satellite service inquiries

**Equipment maintenance:** Perform routine maintenance and repairs on satellite equipment to ensure functionality

**Quality assurance:** Ensure installation and service quality meet company standards and customer expectations

### **General Manager**

Al Faylaq Building Materials Trading, Amman, Jordan

May 2008 - November 2019

**Business strategy:** Develop and implement business strategies to drive growth and profitability in the building materials sector

**Financial management:** Oversee budgeting, financial reporting, and cost control measures to optimize financial performance

**Supplier relations:** Negotiate contracts and maintain positive relationships with suppliers for reliable and cost-effective product sourcing

**Team leadership:** Provide direction and guidance to employees to achieve operational excellence and customer satisfaction

**Regulatory compliance:** Ensure compliance with industry regulations and standards to mitigate risks and maintain business integrity

### **Courses And Certifications**

#### **Art of Public Speaking and Diction**

**Skills Gained:** Gained Skills in mastering the art of public speaking, improving diction, and enhancing communication skills.

#### **Leadership Skills**

**Skills Gained:** Gained Skills in effective leadership, decision-making, and team management.

#### **Smart Selling**

**Skills Gained:** Gained Skills in sales strategies, negotiation techniques, and customer relationship management.