

Osama Alatyat



Summary of experiences

Strategic manager with over 20 years of experience in sales, marketing and management. Specialized in identifying market opportunities, coordinating with clients to solve problems and providing effective solutions. He has exceptional leadership abilities, as he led diverse work teams to successfully achieve the company's goals and increase revenues. Proficient in strategic planning and implementing business plans to enhance business growth.

:Key Skills

Strategic Planning

Sales and marketing management

Identify market opportunities

Coordination with clients

solving problems

Effective leadership

:Achievements

Lead a sales team to increase revenue by

Developing successful marketing strategies that increased market share.

Improving internal management processes to increase operational efficiency.

Building strong relationships with customers and maintaining a high satisfaction rate.

Business experiences

Sales Manager , CBS Electric , Amman - Jordan

محرم 2024

Preparing sales lists: preparing and analyzing daily and monthly lists, and submitting sales performance reports to management.

Team training: designing and implementing training programs, and providing guidance and continuous evaluation to team members.

Identifying market opportunities: Conducting market research and analyzing competitor data to develop effective strategies.

Developing sales strategies: developing and implementing plans to achieve company goals and adjusting them as needed.

Customer Relationship Management: Building strong relationships with customers, monitoring their satisfaction and solving their problems.

Achieving goals and objectives: setting clear goals, following up on their achievement, and analyzing the results.

Personal information

Qalatyat@aol.com

00962796541212

AMMAN, 00962, Jordan

Jordanian nationality

Jordanian

Nov-1979-22

education

Master's degree

City University- Malaysia

محرم 2023 - ذو الحجة

2024

master of business

administration

Computer Network

Engineering

Arab Community Coolege

ربيع الأول 2012 - محرم

2013

Training diploma at the Arab

Community College in

computer network

engineering

Courses

Edraak . On line

A course in the art of public speaking and diction through

the Edraak platform A

course in leadership skills

through the Edraak platform

The course of selling smartly

through the Edraak platform

Skills

communication skills

Coordination with other departments: Collaborate with marketing and production to ensure sales goals are met
Financial performance analysis: Analyze financial data to improve performance and increase revenues

Exhibition Director, Lemar Lighting , Amman- Jordan

صفر 2022 - محرم 2023

Daily Operations Management: Supervising all daily activities at the showroom to ensure smooth running of the business
Employee management: Recruiting, training, and directing employees, and evaluating their performance
Achieving sales goals: Setting sales goals and achieving them through effective strategies
Customer Service: Ensuring excellent customer service, dealing with their complaints and resolving their problems
Inventory Management: Monitoring inventory and ordering products when needed to ensure availability
Exhibition planning and organization: Organizing and implementing promotional activities and events to increase sales
Data Analysis: Prepare sales reports and analyze data to make informed decisions
Ensuring the cleanliness and maintenance of the exhibition:
Maintaining the cleanliness and order of the exhibition, and ensuring that the facilities are maintained

Public relations manager, Football attack academy (دوام جزئي), Amman- Jordan

ربيع الآخر 2018 - ربيع الآخر 2019

supervisor, Independent schools (دوام جزئي), Amman-Jordan

ربيع الآخر 2019 - جمادى الأولى 2019

Organizing class schedules: Preparing and organizing weekly and monthly class schedules for teachers
Arranging appointments: Coordinating the dates of meetings and meetings with teachers and parents
Follow up on teachers: Monitor teachers' performance and provide them with the necessary support and guidance
Problem Solving: Dealing with problems and urgent needs of teachers quickly and efficiently
Performance evaluation: Conduct periodic evaluations of teachers' performance and provide feedback
Communication and coordination: Continuous communication with teachers and administration to ensure the educational process runs smoothly
Preparing reports: Preparing periodic reports on the progress of the educational process and the needs of teachers

Satellite technician, Private , Dallas -USA

رجب 2018 - شعبان 2018

Programming and installation of satellite devices

free business

Leadership and team management

Analysis and evaluation

Technical skills

Strategic thinking

solving problems

Flexibility and adaptability

self management

innovation and creativity

Continuous learning

Language's

Arabic

English

Links

[Alfaylaq For Trading](#)

[Beauty brands Jordan](#)

[Commax Jordan](#)

Free sales with Comax Intercom Company

Job title: Freelance sales

Details: Applying online e-marketing strategies to enhance sales of the
.company's products

Selling makeup product

.Details: Effectively market and sell makeup products online

Selling household items with a Turkish company

Pages can be followed on COMMAX JORDAN - Beauty Brands Jordan

Job title: Team Manager

Details: Lead the sales team and implement field marketing strategies
.to achieve sales goals

All work was free, independent and part-time, which gave me the
opportunity to develop my skills in multiple fields and achieve tangible
.results

General Manger , Al Faylaq Building Materials Trading, Amman-Jordan

جمادى الأولى 2008 - ذو القعدة 2019

Owner of Al-Faylaq Building Materials Trading Company

Description: Establishment and management of Al-Faylaq Building
.Materials Trading Company

.Annual work volume: one million dinars

Company activities: Importing building materials from China and selling
.them wholesale and retail

.Number of employees: between 10 and 20 employees

I was responsible for managing all aspects of the company including
daily operations, marketing, sales, and finance, resulting in company
.growth and tangible financial results

Military service

soldier

After completing his studies in Al-Hussein labor and construction
camps for one month

Hobbies

Reading, swimming and sports

Within a short period of time, I was able to work in a private company in
the sales of building materials and building maintenance, and I was
able to deal with more than 50 major companies in addition to
importing goods from China and America and selling them to
wholesalers in the Jordanian market. I do not claim excellence and
perfection, but I take responsibility and every start of my work is the
beginning of a successful experiment, even if it fails