



Ayman Darweesh

Abd-alraheem Muwafi

Electrical Engineer

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Accomplished Sales Manager offering 15 years of experience developing and maximizing cable & wire sales. Diligent in building and retaining accounts by providing support and attentive service. Expertise in marketing strategies, product promotion and merchandising to achieve market penetration. Successful record of expanding network connections through persuasive brand imaging.

Skills

• Problem solving abilities

• Energetic and self confident

• Self dependent and motivated

• Ability to work under pressure

• Good communication skills

Time management skills

Good team player

Very good internet skills



Work History

Sales Manager

National Cable And Wire Manufacturing Company, amman, amman

- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals
- Improved sales processes to streamline customer acquisition and onboarding strategies
- Developed innovative marketing campaigns to increase engagement with target demographic and drive brand exposure
- Created effective strategies to target new markets after researching and analyzing competitor behavior
- Collaborated with internal teams and suppliers to evaluate costs against expected market price points and set structures to achieve profit targets
- Delivered engaging sales presentations to new clients, explaining technical information in simplified language to promote features and increase client base
- Monitored cable and wire markets to map marketing initiatives and maximized customer outreach by enhancing overall brand strategy
- Exceeded annual sales target by a fixed percentage accordingly
- Increased monthly gross sales from and exceeded goals for sales, revenue and profit margins
- Organized promotional events and interacted with community to increase sales volume
- Handled all customer relations issues pleasantly, enabling quick resolution and client satisfaction

Quality & Production Super Visor

United Group For Plastic, amman, amman

- Discarded and rejected products, materials and equipment not conforming with specifications
- Monitored production operations for compliance with specifications and promptly reported defects
- Performed preliminary, in progress, hidden damage and final product inspections

Electrical Project Engineer

IRCC For Computer And Communication Company, amman, amman

- Fully installed fire alarms and various security devices



Education

Bachelor Degree of Electrical Engineering : Communication And Electronic

Philadelphia University - Jordan/amman



objective

become a key manager who serve an international recognized company.

utilizing my skills through having a key role in improving the performance and revenue for the company i work for .

looking for a position in sales filed challenging environment with new technologies

that leverages my sales background



personal information

- Date of Birth : October 27th,1978
- Place Of Birth : Palestine
- Nationality : Jordanian
- Martial Status : Married



Courses

- Electrical Installation Design
- Course in Jordanian communication co
- Mobile maintenance (software hardware)