

Yahya Nahed Eabi

Bachelor's degree in Business Administration and holder of an international project coordinator certificate, holder of a Dutch government grant to support emerging companies in the Gaza Strip in the development process for their activities to obtain the international quality certificate (ISO 22000) in cooperation with Mercy Corps

Work Experience

Al Eman Mills Company

Gaza

Director of sales and Marketing

March 2019 to Present

- .March **Sales and Marketing Officer** _ March 2019 to present_
- Identifying areas for improvement in product offerings, sales tactics, marketing strategies, and promotional activities.
- Implementation of marketing strategies.
- Conduct market researches to identify opportunities for promotion and growth.
- Participating in designing and planning of advertising and promotional campaigns for products or services on a variety of media (social, printouts etc.)
- Analyze the impact of marketing campaigns and prepare measurement reports.
- Prepare content for the publication of marketing materials and supervise distribution.
- Develop and communicate through the organization's CRM (Customer Relationship Management) system.
- Organize and attend marketing activities or events to raise brand awareness.
- Helping through the Marketing Department to implement the procedures for obtaining the International Quality Certificate
- Increase the operational efficiency of the marketing department employees by providing the structure, operating procedures, marketing tools, guidelines and manuals.
- Leading company-wide marketing initiatives
- Support marketing and product teams to achieve a high level of technical quality, reliability and usability.

Orange Palestine Internet Services Company

Gaza

Telesales and Data Entry

October 2018 to June 2019

- Participate in developing marketing plans.
- Communicate with clients.
- Help solve problems.
- Data Entry.
- Marketing the company's services

PALTEL

Gaza

Data Entry and Telemarketing

February 2018 to May 2018

- Communicate with clients.
- Help solve problems.
- Data Entry.

Hala Palestine Media Company

Gaza

Administrative Accountant

Dec 2017 to February 2018

- Preparing meeting reports
- Administrative assistance
- Business Development Manager
- Assistance in preparing financial reports
- Proactively participated in the team's weekly meetings and conducted reports

Skills

Technical: Python Go Microservices Architecture

Management: Kanban Methodology Scrum

- Teamwork: Integration with the team and problem solving.
- Dedication, hard work and loyalty.
- Ability to perform multiple tasks.
- Trustworthy.
- Integrity: honesty, ethics and responsibility.
- Adaptability and flexibility.
- Initiative: working independently.
- Professional: positive attitude and self motivation.
- Ability to deal with others.
- Self confidence.
- Logical and good behavior.

Education

Al-Aqsa university University

2013-2017

Bachelor of Business Administration, Gaza

Everest College

2018 - 2019

Projects Coordinator (PMP), Philadelphia