

Mussab Hameed Hussein

Commercial Manager

Marketing Manager



summary

A commercial marketing manager with a great experience for more than 6 years in managing effective marketing and sales campaigns, in addition to the process of securing all types of goods, managing suppliers, and developing strategies and business plans for brands. My experience is in the commercial, direct and digital marketing industry, along with my ability to negotiate and strategic analysis, With extensive relationships that help me achieve my goals effectively, I look forward to the opportunity to achieve more successes and develop my skills in your respected organization.

Practical Skills

- Communication and negotiation
- Planning and implementation
- Analysis and decision making
- Market and customers understanding
- Effective management
- Digital Marketing training
- Sales
- Cargo insurance

Technical skills

- SAP System
- ALPHA System
- Microsoft Office
- adobe photoshop
- adobe illustrator
- adobe indesign
- adobe premiere
- adobe after effects
- cinema 4d

Personal skills

- Leadership
- Time mangment
- Public relations
- creativity
- Teamwork
- Development
- work under pressure
- Persuasion
- Flexibility

Languages

Arabic - Native language
English - intermediate

Education

BACHELOR DEGREE IN COMPUTER SCIENCE
Al-Mustansiriya University -Faculty of Education

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Iraq - Baghdad

Work Experience



Commercial Manager
2023 -Present

Arkan aldar

Sales Team Management Recruiting and training sales team members. Providing guidance and motivation to achieve outstanding sales performance.

Sales Strategy Development

Creating targeted sales strategies based on company objectives

Sales Planning

Developing annual or quarterly sales plans.
- Allocating budgets and necessary resources to meet objectives.

Operational Oversight: - Organizing and managing day-to-day sales operations.
- Ensuring effective implementation of procedures and policies.

Performance Evaluation and Reporting

Preparing regular reports on sales performance and presenting them to upper management. Analyzing data and using it to make strategic decisions.



Commercial Director
2022-2023

Waffer Haypermarket

Contract Agreement, organization and implementation of contracts with suppliers
salse forecast Distribution of annual targets for branches, departments and suppliers
planogram Defining sales spaces for departments and categories
Supplychain Purchasing management for suppliers
Pricing Determine the value of the profit from each section and each item
MRP Planning and managing the process of securing the goods
Category Management
Offers



Marketing manager
2019-2022

Waffer Haypermarket

Commercial

Contract
salse forecast
planogram
Category Management

Midea

Markieting Plan
digital marketing Management
crm
Markieting campaign
event management



Marketing officer
2018-2019

alqima almasia

Managing and developing marketing campaigns.
Researching and analyzing data to identify and define audiences.
Conducting promotional activities.
Organizing and distributing financial and statistical information.
Overseeing campaigns on social media.
Evaluating the effectiveness of campaigns.
Reporting on trends and statistics across all digital media platforms.



creative director
2015-2018

Alabshar(mbc group)

Planning and overseeing the development of company advertisements.
Heading brand campaigns.
submitting ideas for projects and overseeing the development of all creative content
Supervising all work completed by the creative department
Working with executives and other creative leaders to set project and content goals
Presenting project information, including deadlines and budgets, to executives and clients
Recruit and train team leads and managers
Oversee the creative budget



art director
2013-2015
almasara co.

Supervision of the designers team
Technical campaign management
Establishing visual identity
Supervising the printing and manufacturing of advertisements

References

Arkan aldar
waffer
QMITC
Alabshar

Marwa Hameed
abd alfataah
mukhtar dia'
Marwa saad

HR Manager
Operating manger
Marketing manager
HR Manager

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