



Dua'a Raad Thamer Alrayyes

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University of Technology / B. Sc. in Laser & Optoelectronics Engineering.

Jan 2016 - June 2019, Baghdad, Iraq

University of Technology / M. Sc. in Laser and Optoelectronics Engineering.

Sep 2022 - till now, Baghdad, Iraq

Background

I worked on a variety of tasks within the commercial team, which helped me work cross-functionally with other essential departments such as operations, marketing, and the sales team.

My motivation is to work with organizations that focus on growth and learning. I enjoy problem solving and business challenges, and I try to do my best to tackle problems that might be beyond my capacity.

Experience

Miswag / Category Specialist

Feb 2022 - PRESENT, Baghdad

- Collaborating with the marketing team to consistently meet and exceed sales and growth targets within the Beauty category.
- Identifying market trends and liaising with brand distributors to efficiently manage the catalog and optimize stock levels in line with expected demand.
- Overseeing pricing strategies and maintaining quality control standards.
- Serving as the dedicated account manager for 150 beauty category merchants, ensuring their ongoing success by facilitating sales growth, generating reports, and resolving daily operational issues.
- Proposing innovative solutions and addressing customer concerns within the beauty category, providing vital support to the customer care team.
- Developing visual presets and designing landing pages tailored to the beauty category, while also creating collections and tools within the Content Management System (CMS).
- Leading negotiations with merchants to establish strategic plans for successful campaigns.
- Conducting in-depth data analysis over specified time frames, focusing on individual brands, merchants, or campaigns, utilizing specialized dashboards.
- Demonstrating a flair for product presentation by modeling and describing products on camera, and actively contributing to numerous videos and reels to enhance product visibility and engagement.

Miswag / Product Listing Associate

Dec 2020 - Feb 2022, Baghdad

- Conducting product and brand research.
- Listing items from the general catalog and ensuring their accuracy.
- Relisting items and brands that require improvements.
- Design work using Adobe Photoshop.

Liberty Medical Clinic/ Laser Engineering

Dec 2019 - Jul 2020, Baghdad

- Dental Assistant: Specialized in teeth whitening procedures using laser technology.
- Proficient in Medical Device Treatments: Possess expertise in administering treatments utilizing advanced medical devices, including Candela Gentle Lase Pro, Secret (RF) micro-needling, and Dermapin micro-needling with mesotherapy.