

INFORMATIONS

• SAMEER YAHYA MAHMUD ALSAKET

• سمير يحيى محمود الساكت

- NATIONALITY: YEMENI.
- DATE OF BIRTH: 11/21/1985 AD
- MARITAL STATUS: MARRIED.

- الجنسية : يمني
- تاريخ الميلاد : 21/11/1985
- الحالة الاجتماعية : متزوج



CV

EXPERIENCE

الخبرة

- **2023- Until now**
• **ALAWADHI FOR GLASS IND**
THE COMPANY'S ACTIVITY: GLASS, EQUIPMENT, TOOLS AND BUILDING MATERIALS.
- **2020- 2022**
ADD MARKETING
CEO
THE COMPANY'S ACTIVITY: FOODSTUFFS, COSMETICS, PERFUMES AND ANTIQUES.
- **2018- 2020**
Yemen Contracting Co. Somaliland.
- DIRECTOR OF HR
- **2016- 2018**
Silver Eagle Yemen
Marketing Co.
- BRANCH MANAGER (ADEN).
THE COMPANY'S ACTIVITY: FOODSTUFFS AND INDUSTRIAL.
- **2014- 2016**
John Customs Clearance.
BRANCH MANAGER
THE COMPANY'S ACTIVITY: CLEARING AND FOODSTUFFS.
- **2011- 2013**
OXFAM organization.
LOGISTICS OFFICER
- **2005- 2011**
Hawk International Co.
LOGISTICS MANAGER.

EDUCATION

المؤهلات الدراسية

- | | |
|-------------------------------|--------------------------|
| 2011 - 2015 | 2011 - 2015 |
| University of modern sciences | جامعة العلوم الحديثة |
| Sana'a - Yemen | صنعاء - اليمن |
| Bachelor's degree | بكالوريوس ادارة الاعمال. |
| (Business Administration). | |
| 2002- 2004 | 2002- 2004 |
| Saba University | جامعة سبأ |
| Sana'a - Yemen | صنعاء - اليمن |
| Computer Programming | دبلوم برامج حاسوب |
| Diploma | |

MANAGEMENT SKILLS

المهارات الادارية

1. Study the sales area.
 2. Create maps via GOOGLE MAP to locate sales boxes and the presence of customers and competitors.
 3. Field survey and update sales maps.
 4. Study competitors and follow them.
 5. Study the situation of customers for each class.
 6. Determine the indebtedness and debt limit for clients.
 7. Advertising and promotional campaigns, promotions, festivals, etc.
 8. Discharge of stagnant items.
 9. Maintain customers and attract new customers.
 10. Analysis of customer and final consumer satisfaction for each item.
 11. Opening new markets, increasing the market share.
 12. Follow up on indebtedness and solve bad and bad debts.
 13. Follow up and train the work team and prepare sales reports.
- Receiving and resolving customer complaints and following up on the work team

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للتواصل