



RESUME

PROFILE

To work in learning and challenging environment, utilizing my skill and knowledge to be the best of my abilities and contribute positively to the organization and my personal growth with honesty, loyalty, good relationship and best performance. Also to be remembered as a noble human being.

EMPLOYMENT HISTORY

G-Sonic - Doha

Sales & Service Engineer | February 2022 to April 2025

- Prepare and deliver presentations explaining technical products to existing and prospective customers, provide customers with product sales support.
- Conduct physical cataloging, warehousing, inventorying, material control coordination and data entry assisting different supply activities.
- Support with maintenance of logistics policies, procedures, support plans and similar data.
- Provide assistance for maintaining logistics planning tasks.
- Persuade clients that a product or service best satisfies their needs in terms of quality, price and delivery.
- Travels and markets technological products.
- Investigate inventory divergence, resolve issues and update database to replicate property movement.
- Overseeing the quality of a company's products and services.
- Establish and maintain maximum and minimum consumables inventory levels.
- Searching for new clients who could benefit from company's products and services.
- Develop pertinent schedules, reports and conduct recurring inventories of supplies and property.
- Administer and implement inventory management program.
- Present inventory distribution of warehouse according to standardized process.
- Establish and update regularly work priorities and stations and fulfill routine tasking by supervisor.
- Coordinates with unit managers and co-workers to assure apt automated system(s) are upgraded and outcomes are accurate and current.

Dillard's - Scottsdale, AZ

Sales Specialist | March 2020 to May 2021

- Create and develop sales strategies to enhance business growth.
- Analyze, evaluate and assess sales territories for own products or services.
- Recommend improvements and changes as appropriate to company sales policies.

AMIR BITAR



+974 -66983240



amirbitar999@icloud.com



Doha-Qatar

EDUCATION

✍ **Bachelor of Science in**
Computer Engineering Arab
Academy for Science and
Engineering and Maritime
Transport January 2014 to June
2019

SKILLS

- ✓ Self Motivation
- ✓ Good Communication Skills
- ✓ Problem Solving
- ✓ Highly developed management
- ✓ Customer Experience Improvement
- ✓ Domestic Team Management
- ✓ Human resources
- ✓ Microsoft Office (2 years)
- ✓ POS
- ✓ C/C++
- ✓ Java
- ✓ IT support
- ✓ Computer Networking
- ✓ Network Support
- ✓ Technology
- ✓ Client acquisition and retention
- ✓ Goal setting and forecasting
- ✓ Appointment Management
- ✓ Leadership

LANGUAGE KNOWN

English

Arabic

PERSONAL INFO

Nationality : US citizen
Date of birth : 16/06/1996
Status : Single

HOBBIES

- Sports
- Traveling
- Swimming

REFERENCES

Available upon request

- Determine and set goals and objectives for the sales professionals.
- Support, lead and mentor sales personnel in achieving sales outcomes.
- Prepare sales and marketing budgets.
- Analyze marketing trends for own products and services.
- Make recommendations and changes in marketing strategies as appropriate.
- Provide logistics in building and expanding customer base.
- Provide support in troubleshooting and resolving customer issues and concerns.

Haddad electronic store - Latakia, SY

Sales Manager | January 2016 to October 2019

- Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
- Meeting planned sales goals.
- Setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Coordinating with marketing on lead generation.
- The ongoing training of your salespeople.
- Developing your sales team through motivation, counseling, and product knowledge education.
- Promoting the organization and products.
- Understand our ideal customers and how they relate to our products.

Bitar Clothing Store - Tartus, SY

Assistant Manager | January 2013 to December 2015

- Partner with senior managers to ensure quality customer service and help supervise team members who have diverse talents and responsibilities
- Meet regularly with senior managers to develop and report on strategic plans for team objectives
- Manage controllable expenses and supplies within approved budgets to achieve profitability targets
- Fill in for senior managers as needed, oversee budgets, and coordinate schedules, inventory, and supplies
- Monitor customer and client satisfaction and quality assurance, reporting any problems, accidents, unsafe conditions, or equipment trouble to senior managers
- Track performance and conduct employee reviews

DECLARATION:

I hereby certify that the particulars given above are true and correct to the best of my knowledge and belief.

Sincerely,
AMIR BITAR