

Personal Info:

Name: Ahmad Hoshiar Hamza
Place & DOB: Erbil / 21/01/1991
Nationality: Iraqi
Gender: Male
Marital Status: Married
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**Education:**

Highest Qualification: **Master's Degree**





| Qualification: Master's Degree | | | |
|--|-----------------|---------------------------------|------------------------|
| Institution & Location | Duration | Course Title | Graduation Date |
| Limkokwing University (Malaysia) | 2 years | MBA in Multimedia Management | 14 July 2012 |

During my masters I've come across a large number of business subjects such as (management, marketing, Human resources, business communication, etc..) and IT subjects as well such as (Dreamweaver, visual basic, oracle, etc...). In fact I have done a lot of research, assignments, and presentations on different subjects during that time. I've gained a lot of knowledge and skills in order to be fully prepared to interact with the real world of work and business in a very professional way. While I was doing my masters I've participated in many group work in class and in the field of work by visiting and meeting companies locally and internationally.

| Qualification: Bachelor's Degree | | | |
|--|-----------------|---------------------------------|------------------------|
| Institution & Location | Duration | Course Title | Graduation Date |
| UCSI university (Malaysia) | 3 years | Business Information systems | 16 July 2010 |

In the university I have studied business subjects such as (management, marketing, Human resources, business communication, etc..) and IT such as (Java, HTML, SQL, etc...). As a matter of fact I was part of the student committee and I have participated in many competitions and college events as well. On this stage I've worked in couple of companies as part of the requirements from the university, which allowed me to develop many different kind of skills in business as well as IT.

Language Skills:

-  Kurdish: Fluent
-  English: Fluent
-  Arabic: Fluent
-  French: Native

Taken Courses / Workshops:

| Training Course/Certificate | Date Received | Location |
|------------------------------------|----------------------|------------------------------|
| 1. J.W Marriott | 1. 01 November 2008 | 1. Kuala Lumpur / Malaysia |
| 2. Salahaddin University | 2. 01 November 2010 | 2. Kuala Lumpur / Malaysia |
| 3. Ucsi company | 3. 01 November 2009 | 3. Kuala Lumpur / Malaysia |
| 4. Quality Control System | 4. 27 January 2015 | 4. Dubai / UAE |
| 5. ISO 9001 Internal Auditor | 5. 16 February 2015 | 5. Erbil / Iraq (SGS Geneva) |
| 6. ISO 9001 Lead Auditor | 6. 30 July 2015 | 6. Erbil / Iraq (SGS Geneva) |

Computer Skills:

Microsoft Office: **Word, Excel, Powerpoint, Microsoft Project**

Computer language: specific Program/Software: **Oracl, mySQL, Java, Dreamwaver, HTML**

History of Employment:

1- Managing Director / Position: Director of Projects

Employer / Company: Falcon Group “Full Service Catering & Life Support”

Employer / Company Website: www.falcongrou.com

Duration: 1/10/2014 – 1/3/2016

Duties and Responsibilities

- In Falcon Group, I work as a Managing Director for one of its division under the name of “Full Service Catering & Life Support”
- I have developed some of the most needed market strategy and changed the business name to “Full Service Catering & Life Support” Part of my most important tasks:
 - Develop the company’s files
 - Develop relationship with the clients and suppliers
 - Make phone calls to follow up on work
 - Conduct meetings

- email traffic and Sales
- Submitting tenders
- Sign Contracts
- Making market strategies , Studies the market, and development plans
- Design brochures and sales materials
- Monitor stuff and Finance

2- KRG Area Supervisor / Position: Sales & Marketing Representative

Employer / Company: North Degrees

Employer / Company Website: www.realfresh.com / www.northdegrees.com

Duration: 24/9/2013 – 24/9/2014

Duties and Responsibilities

- In North Degrees Co. My job was to work with the supply chain & sales group concerning the import and export of food items.
- Managed the local supply chain
- Full study of the local market
- Handled all the offers of the local suppliers
- Make phone calls
- Conduct meetings
- Email traffic and Sales
- Sales for 2 different projects:
 - 1. B&S which is importing products from Holland and sale it to the oil & gas companies as well as hotels and restaurants
 - 2. RealFresh which is a Catering part of this project which refers back to “Ready-made meals” that I needed to sale to oil & gas companies and construction companies. I made couple of successful contracts and working on more.

3- General Manager Assistant / Position: GM Assistant

Employer / Company: GESco. Oil & Gas Service

Employer / Company Website: www.gesco.com

Duration: 24/9/2012 – 24/9/2013

Duties and Responsibilities

- At GESco. I used to assist the General Manager in which we were at our pick time to work with companies like Marathon Oil & Global Geophysical
- We operated at different Oil Fields around KRG
- Develop relationship with the clients and suppliers
- Make phone calls
- Conduct meetings
- Email traffic and Sales
- Submitting tenders
- Making market strategies, Studies the market, and development plans
- Design brochures and sales materials
- Monitor stuff and Finance

4- Lecturer / Position: Lecturer, University Teacher

Employer / Company: Salahaddin University (Business Administration Department)

Employer / Company Website: www.su.edu.krd

Duration: 1/9/2012 – On going

Duties and Responsibilities

- I lecture “Principles of Management” to year 1 students and I take part as a supervisor for the student’s graduation projects.
- Design the lecturer notes
- The equipment that I use is mostly related to paper work and technology such as
 - o laptop, projectors, laser pointer
- Conduct lecturers seminar
- Communicate with the Quality Control Center
- Deal a lot with student details such as:
 - o giving classes, making exams, giving out assignments, Assist Students when necessary, Undertake final year university student projects

5- Marketing Executive / Position: Marketing, Salas

Employer / Company: Limkokwing University of Creative Technology (Business Administration Department)

Employer / Company Website: www.limkokwing.edu.my

Duration: 1/7/2010 – 1/7/2011

Duties and Responsibilities

- As a marketing person we had to deal with student recruitment
- Plan our market strategies based on regions
- Travel overseas to market our product
- Within one year I did couple of very successful projects such as travelling to Jordan
- Inviting 40 guests from the Ministries from Iraq
- Organize a Iraqi cultural night inside the university
- Directly interact with students' parents and students.
- Register students
- Use different software and applications
- Design offer letters & visa

Core Competencies and Technical Skills:

All kind of Business skills that included Quality Assurance & Quality Control, HSE skills, and Auditing, designing projects, develop market strategies, making sales, writing reports, conduct meetings, making interview, and communicate with locals & internationals.

All kind of IT skills that includes Oracle, Java, Dreamwaver, Visual basic, HTML, and others.

Other Additional Information

I have recommendation letters from my previous work place, and additional certificates in competition and external exams that I have done. Somehow I have IELTS pre-test in which I've scored 7.0. Besides I've got a Diplomatic passport in which it can help me to travel overseas with no issues.

References:

Name: Marina A. Rahim
Position: HR Manager
Employer: J.W. Marriott “PR Department”
Email: jwmh@po.jaring.my
Phone: +60327159000

Name: Dato Peter
Position: Chairman
Employer: UCSI Group “UCSI Univeristy”
Email: petering@ucsigroup.com.my
Phone: +60 192798338

Name: Mohammed Aziz
Position: Head of Public Relation “PR”
Employer: Salahaddin University “PR Department”
Email: www.su.edu.krd
Phone: +9647508884240

Name: Tiffanee Lim
Position: University President Assistant
Employer: Limkokwing University “Marketing Department”
Email: www.limkokwing.edu.my
Phone: +60122588479

Name: Dr. Ahlam Ibrahim
Position: Dean of Faculty of Business Administration
Employer: Salahaddin University
Email: www.su.edu.krd
Phone: +9647504144607

Name: Jay Caragozo
Position: Chairman
Employer: North Degrees “KRG Area Supervisor”
Email: jay.cziraky@northdegrees.com
Phone: +971551049913

Name: Peshraw Nameq
Position: Chairman
Employer: GESco. “CEO Assistant”
Email: info@gesco.com
Phone: +9647503063003

Name: Peshraw Majed
Position: Chairman
Employer: Full Service Catering & Life Support “Falcon Group”
Email: peshraw@falconiraq.com
Phone: N/A