# *\*YOUSEF AHMED ALZAMILI*

# Address : Riyadh ,K.S.A

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**Nationality: Jordanian**

**Personal profile**

Results oriented strategic planner who implements marketing and advertising campaigns by assembling and analyzing sales forecasts ,disciplined leader with expertise researching competitive products by identifying and evaluating product characteristics , market share ,pricing and advertising while maintaining research databases.

**Academic qualifications**

Bachelor of business administration (BBA)

Arab academy for science and technology

information systems 1997

Alexandria – Egypt

**Career history**

1- Assistant marketing manager- Jeddah

Mahboob Trading Est.

From 1990- – 1992

Follow up the customers in the process of processing invoices and their requests and work on the delivery of applications in their specified time.

**2- Deputy director of marketing – Jeddah**

Al ghamdi marketing & trading Est.

From: 1997-2001

Working to create new markets and follow-up of former customers in addition to working to identify the required types in the market of products and follow-up suppliers in the process of supply and funds.

**3-Executive manager – Amman, Jordan**

World files foundation

From: 2002 -2006

Setting up marketing plans and following up on their implementation of the brands registered in the name of the institution in addition to the work of financial analysis and the required budget.

**4- Marketing and sales maneger – Riyadh**

Babader Group of commerce & industry

From 2007-2015

Work on creating new markets. Develop marketing plans and follow up their implementation of the brands manufactured in the name of the company in addition to follow up the customers with all their needs of supply, collection and logistics, and determine the quantities expected in increasing the volume of sales and the work of studies and knowledge of the advertising needs of that, supervising the warehouse to control the inventory process so as not to be affected, In the profitability process at the end of the fiscal year.

**5- Director of marketing and sales –Riyadh**

Nadia addullah jamil for trade Est. ( import,export )

From: 2015 – present

Follow up the export and import operations with all suppliers and importers in addition to internal and external marketing and follow-up financial matters

**Relevant experience**

Major project include (marketing mask tape) in k.s.a in Riyadh

Supervising the marketing plans that led to an increase in the number of customers to 150 customers, which led to a noticeable increase in sales to SR 9500000, followed by warehouses, executing orders for inventory and reducing the loss to increase profitability.

**Experience in import and export**

Having practical experience in importing from several countries from abroad and exporting to more than one country

In several different fields ... (China, Turkey, Egypt, Jordan, the Emirates, Kuwait).

**Key competencies and skills**

Strategic Planning.

Business development .

Costumer relationship.

Work on all Office programs.

Competitive and trend analysis.

Marketing campaign management

" Have legal igama Able to transfer "