

# Hassan Fraitekh

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## Profile

Highly-motivated Canadian Civil Engineering graduate with great sales experience looking to fill a long term position which can relate to my decision making skills, sense of leadership, and organization skills. I wish to use strong work ethic and teamwork skills to help upcoming challenges.

## Education and Certificates

- Bachelors of Civil Engineering - *Middle East University* in Amman, Jordan (2014-2019) (Accredited by Professional Engineering) ( Accredited by WES World Education Services)
- Project Management Algonquin College Co-up ( September 2021- April 2022)
- Trained at Professional Project Management (PMP) - *Jordanian Engineers Association* (April 2019)
- Logistics certification - *King Abdallah Fund Of Development - Middle East University* in Amman, Jordan 2018
- Sales training at 7th Level Communication - Jeremy Miner 2021
- OMVIC Certified 2019
- Engineering in training

## Professional Experiences

*Orleans Honda (October 2020 -April 2022)*

- *Maintained customer satisfaction over all car deals*
- *Established ongoing relationships with new customers; providing excellent customer service during the purchase, and maintaining communication after the sale to ensure satisfaction*
- *Negotiated pricing and financing options while closing sales each month*
- *Schedule appointments for prospective customers*
- *Worked to improve the success of the company*

*Pioneer Gas Station, cashier (June 2019 - November 2019)*

- Demonstrated excellent customer service skills while assisting clients with purchasing goods and services
- Placing orders
- Status update and reporting problems to supervisors

*MKF Homes, project coordinator (May 2018 - January 2019)*

- Worked on project management monitoring and controlling
- Interacted with potential customers to collect information and tailor purchases to their needs.
- Communicated with previous customers to verify satisfaction and initiate additional sales
- Prepared weekly project documents

*IHOP, waiter (April 2017 - September 2017)*

- Delivered service and communication to customers ensuring overall satisfaction
- Worked in a team environment to complete advertising and sales
- Introduced a point system using excel to manage schedules and assign tasks to run efficiently
- Showed creativity to promote and market products to exceed high sales goals

**References available upon request**