

JAKY AZAR

SKILLS & ABILITIES

- Judgment and decision making
- Able to work individually and in a team environment
- Leadership & Time Management Skills
- Active listening and critical thinking
- Excellent presentation and communication
- Self-motivated, reliable and trustworthy
- Creating good customer and public relations
- Tasks achievements and follow up
- Patience, discipline and dedication

EXPERIENCE

Teletrade Holding Group – Multimedia Megastore

SALES & IT CONSULTANT

2009-2012

Identify the needs of a customer and provide an opportunity for those needs to be met through the purchase of product or service.

OPERATIONS COORDINATOR

2012-2013

- Monitor & control Stock
- Liaise between customer and management to ensure smooth operations delivery.
- Ensure compliance with company standards and procedures.
- Evaluate current operational performance and provide strategic plan for improvements.
- Provide direction and guidance to internal teams to achieve performance targets.
- Identify problems in operations process and resolve them in quickly and timely manner.
- Follow standard operating procedures for efficient business operations.
- Maintain clear and accurate operations documents/procedures for reference purposes.

SENIOR BUYER

2013-2016

- Ensuring the material needs of my Team.
- Follow up with suppliers & make sure Orders are made on time.
- Arrange Goods distribution between the retail outlets.
- Cultivate a good relationship with suppliers in a way to get the best prices possible for the showrooms

- Source new product streams, find new vendors and develop procurement strategies.
- Follow up Sales and reshuffle products between showrooms to avoid over/old stock.

AMIDCO SAL

Commercial Manager

2016-2018

- Handling all sales activities of the company in the covered market.
- Benchmarking.
- Competitive analysis.
- New Orders selection.
- Sales Plan setup and execution.
- Merchandising Plans.
- Purchasing.
- Marketing Plans.
- Approaching new leads and developing existing accounts.
- Engaging with customers about new promotions and offerings.
- Involving in business development and new product acquisition.
- Focusing on sales target and working to achieve it.

EDUCATION

AKU-UNIVERSITY FANAR

2009 Bachelor Degree in Computer Science

2010 MCSE – Microsoft Certified System Engineer

COMMUNICATION SKILLS	Arabic (Fluent) English (Fluent) French (Fluent)
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COMPUTER SKILLS	Microsoft Office Internet Surfing Email
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