



Zaid Khalid Shihab Al-Medadi

Experience

2013–2015

Sales Department • Al-Fawah Co. for Tissue Paper

Responsible for Participating with the sales teams to reach sales targets. Sales managers are primarily tasked with hiring and training team members, setting quotas, evaluating and adjusting performance, and developing processes that drive sales.

2015–2016

Reports Writing officer • Mafateh Al-Khair Org.

Producing and disseminating operational reports to senior managers; providing support to crisis response activities; and ensuring senior managers' executive communications needs are being met

2017–2019

Commercial & Financing Officer • Ministry of Trade

Creating the best possible financial controls and structures to enable non-finance functions such as sales, marketing and circulation to streamline their expenditure and make well-informed business decisions, Monitoring consumer market movements, analyzing and evaluating consumer desire, and studying cases of inflation resulting from the rise in the exchange rate, in addition to monitoring illegal financial, commodity, and service flows. 3 letters of appreciation from the Minister of trade for my honesty, diligence, follow-up and submission of rewarding reports, which would find effective solutions to meet consumer needs, in addition to reducing the costs entrusted to the Ministry. Responsible for forming committees to follow up on trading prices, market movement and flow.

2019-2023

Grant Management Officer • Government Initiation.

Researching grant opportunities - This involves researching and identifying the appropriate grant programs available and determining the suitability and feasibility of each grant program for the organization's needs. Developing grant proposals were involves crafting grant proposals that effectively communicate the organization's mission, goals, strategies, and activities to potential funders. It may also involve



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Languages

- Arabic 5\5
- English 4\5
- Turkish 2.5\5
- German 2.5\5
- Malaysian 2\5

Skills

• **Communication skills**

1. Verbal Communication -

This includes the tonality, pitch, accent, and clarity of voice while speaking, along with the use of appropriate words and phrases to express thoughts and ideas effectively.

2. Nonverbal

Communication - This includes facial expressions, gestures, body language, and eye contact, which convey meaning and emotions beyond spoken words.

3. Writing Skills -

Writing skills involve the ability to convey thoughts and ideas coherently through written language, such as emails, letters, reports, and other correspondence.

4. Active Listening -

Active listening involves paying attention to the speaker, asking clarifying questions, and responding appropriately to demonstrate understanding.

- MS Office

- Excel

Software's

- SAS Program

- Latex Program

- Aris program for Process Management

Operating Systems

- MAC OSX

- WINDOWS OSX

preparing budgets whether they are suitable for the organization's needs. Managing grant awards - Once the grant is awarded, as a grant manager, I am responsible for overseeing the use of the funds in compliance with the grant agreement, tracking expenditures, and preparing regular reports. Monitoring compliance -as a Grant manager I must ensure that grant activities are carried out according to the regulations and requirements of the grant program and that any issues or challenges are addressed promptly.

Education

Al-Maaref University College, Al-Ramadi-Anbar

- **B.A degree in Financial and Banking**

University of Warsaw, Warsaw, Poland

- **Master Degree in International Business** Thesis Titled: “**The relationship Between Islamic and Central Banks (Comparison Study)**”

University of Putra Malaysia, Putrajaya, Malaysia

- **PhD in Finance**, dissertation Title: “**The Role of Islamic Finance in The Development of SMEs in Iraq**” (Study in Progress)

Conferences

- Islamic Traditions in Today's business Environment, conference held in DEC 13, 2016 at University of Warsaw/Poland
- Economic Development in Brazil and its Relationship with Poland, conference held in DEC 14, 2016 at University of Warsaw/Poland
- Management as A Symphony, conference held in March 21, 2017 at University of Warsaw/Poland
- European-Turkish Relations in The Polish Perspective, conference held in NOV 22, 2017 at University of Warsaw/Poland

Achievements

- University of Fallujah/Iraq

Pedagogy and Education Qualification

- Al-Maaref University College/Iraq

Managing the citation and resources of scientific research using Mendeley program.

- World Health Organization

Accelerate Progress Towards Health-Related Sustainable Development Goals.

- Al-Araqah Foundation for Culture and Development, General Union for Iraqi Trainers.

Training of Trainers (TOT) Diploma.

- British Council, Cambridge assessment English.

IELTS 6.0\B2



