

Majdi Sukkar

Dubai, United Arab Emirates



majdiskr3@gmail.com



+971544482606



[linkedin.com/in/majdi-sukkar-24709158](https://www.linkedin.com/in/majdi-sukkar-24709158)

Summary

I worked as an account manager in NAT NET for laptop technology, and the major focus at that time was to increase the number of customers and distributors in that period, as the number of distributors increased from 15 to 40 active distributors during the first year and doubled the profits in the same year. In the real estate field I worked well. Personally, I sell apartments but have the potential to work in this field and achieve success. I see that there is a great future for the real estate technology and financial technology that will impose itself. On the other hand, I like technology, I graduated with a master's degree in Information Technology.

Experience



Lecturer

Syrian Private University (SPU)

Nov 2020 - Present (1 year 9 months +)

My Duties:

- planning teaching, including lectures, seminars/tutorials and learning materials
- checking and assessing students' work.
- pursuing research projects of students, supervising applied projects of students.
- meeting students individually to discuss progress
- Subjects: Computer skills, fundamentals of artificial intelligence, Intelligent Algorithms, Programming (Java, C++), Image processing (Matlab), Communication Skills.



Head Of Department

Commercial Bank of Syria CBS-Bank

May 2011 - Dec 2018 (7 years 8 months)

Responsible for the monitoring and management of all ATM processing, transaction routing, reporting.

Key Responsibilities:

1. Manage daily operations of the ATM and network and develop resolution procedures to ensure uptime and continuous ATM operations.
2. Ensure timely resolutions of the ATM network and system related problems.
3. Develop, recommend, and implement ATM strategies to take advantage of business opportunities, technology, and ATM network enhancements.
4. Creation of MIS on daily basis; ATM uptime, troubleshooting, remedial measures.
5. Conducting day to day affairs of ATM and Visa and master cards fraud monitoring and control, maintenance activities, regulations, etc.
6. reporting of monthly activities undertaken as snap-shot report
7. Quality control; measuring customer satisfaction by analyzing the complaints and taking remedial measures.
8. Department employees' work measurement and performance feedback.
9. work with Management to oversee key relationships with processors and service providers.
10. Perform other duties as requested by management.



Retail Account Manager

National Network Trading

Jan 2009 - Jan 2011 (2 years 1 month)

I have raised the number of retailers and agents from 15 to 40 active distributors in all Syrian cities during my first year of job.

My key responsibilities:

- Preparing proposals for new business leads and pitching them to prospective clients
- Following up with clients to ensure that they are satisfied with the services provided by the company
- Referring client concerns to the appropriate department for resolution
- Analyzing data to identify potential customers' needs, interests, or concerns in order to develop effective marketing strategies.
- Reviewing account activity reports to identify opportunities to increase sales or retain existing customers.
- Developing and executing strategic marketing plans that align with a company's goals and objectives.
- Working with senior management to develop and execute sales strategies designed to increase revenue.
- Communicating regularly with clients to keep them informed about new products or services that might interest them.
- Negotiating contracts with clients to establish terms of engagement.



Trainer & IT Administrator

TAFE Arabia

Jan 2007 - Jan 2009 (2 years 1 month)

In addition to my work as a computer trainer, I have worked as an IT Administrator responsible for IT Operation and IT infrastructure of the institute.



Marketing Assistant

Obeikan Education

Jan 2001 - Jan 2003 (2 years 1 month)

- I started working in the library's sales hall, computer section.
- Contributed to the exhibitions in which the company participated in Saudi Arabia and Emirates "Gitex".
- My duties depended on the needs of the individual marketing manager or the company, but most of the duties fall in the areas of administrative assistance and office support.
- And coordination with regional agents in the MENA region and follow-up foreign orders for the company's.

Education



Syrian Virtual University SVU

Master's degree, web science

2013 - 2017

Building a system for analyzing and mining in big data for the stock market, using different classification and prediction algorithms.

Big Data, Data Warehousing, Data Mining



Damascus University

Bachelor's degree, Information Technology
2007 - 2011

Licenses & Certifications



Project Management Professional (PMP) - New Horizons -Syria



Foundations of Project Management - Google

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Project Initiation: Starting a Successful Project - Google

56QQCPY4Q53A

Skills

Product Management • Account Management • Marketing • International Sales • IT Management •
Business-to-Business (B2B) • Retail Sales • Product Marketing • Research • Autonomous Vehicles