

IBRAHIM ALZATARY

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ADDITIONAL INFORMATION

Nationality : Palestinian / Jordanian

Place of birth : Hebron .

Date of birth : 07/12/1994 .

Gender : Male.

Marital status : single .

LinkedIn : <https://www.linkedin.com/in/ibrahimzatari>

SUMMARY

I am an intelligent, highly motivated and confident individual with superior skills in both team-based and independent capacities. I bring strong work ethic and excellent organizational skills to any setting. I have a passion for numbers and for providing great quality solutions to clients. I have been building my career in the field of accounting, Management, sales, marketing, and project management for the past 6-7 years through my education and experience.

EXPERIENCE

06/2023 to 05/2024

SALES DEPARTMENT MANAGER

Çiçek Kozmetik LTD - Istanbul, Turkey

- Supervision and oversight
- Department organization
- Supervision of sales deals
- Shipping and export
- ZOHO CRM
- Periodic sales plan
- Increase sales capacity
- Sales reports
- Accounting reports, cost accounting
- Audit accounting.

02/2021 to 06/2023

DEPUTY DIRECTOR OF SALES

Turk Gulf Medya - Istanbul, Turkey

- Sales Administration
- E-Marketing.
- Field Marketing.
- Call Center.
- Bitrix24 CRM.
- Sales and Purchasing Department.
- Identify opportunities .
- accounting reports.
- Sales department lecturer.
- Cost accounting.

02/2019 to 03/2021

INTERNATIONAL TRADE

Freelancer - Istanbul, Turkey

- Coordination between seller and buyer
- Promotion of goods and services

- Shipments follow-up
- Exporting and coordinating with international shipping companies
- Preparation of accounting invoices
- Receipt and delivery of securities
- Quality control
- Translation.

01/2020 to 01/2021

TEACHING ASSISTANT

Cyprus International University - Nicosia, North Cyprus

- Part time lecturer
- Financial Accounting course
- Auditing course
- Cost Accounting course
- Accountant at Foreign Student Affairs Department
- Performing the IT-duties.

TRAININGS

Green Hills Suits Yalova

(Yalova -Turkey).

- real estate system.
- Real estate and contractors.
- Foreign call center.
- commercial search.
- Turkish property laws.
- Real estate residence for foreigners.

Near East Bank

(Nicosia - North Cyprus).

- Register new accounts.
- Trial Balance.
- Organizing money transfers.
- Call center service.
- Loan system.

Evest Trading

(London, UK)

- financial trading.
- Call center service.
- Attract customers on the platform.
- Managing customer accounts.
- Risk Management.

SKILLS

- MS-Office
- SPSS system
- Bitrix24 CRM
- ZOHO CRM
- ERP systems
- Financial trading
- Call Center
- Work ethics
- Leadership
- Problem-Solving
- Team leadership
- Self-management and persistence
- Marketing Management
- Project management
- Lecturer
- Appear on social media platforms.
- Work under pressure.
- Flexibility in dealing.
- High analytical skills.
- problem solving skills and research

- Content writing
- Feasibility study
- Analysis
- skills.
- High sense of responsibility for planning and monitoring tasks.
- High level of personal responsibility and motivation in the acquisition of complex. Excellent negotiation and problem-solving skills.
- Motivated, persuasive and goal orientated.
- Performance management.
- Pipeline management.

EDUCATION

2021

M.D. - ACCOUNTING AND FINANCE: "EINGLISH"

Cyprus International University - Nicosia, North Cyprus

- GPA: 3.73
- Title Of My Master Thesis is " THE RELATIONSHIP BETWEEN COMMODITY PRICE, CONVENTIONAL AND UNCONVENTIONAL STOCK MARKET RETURN " .
- First aid certificate.
- Certificate of commitment and discipline.
- Certificate of volunteering in charitable works

2019

BBA - ACCOUNTING AND FINANCE: "EINGLISH"

Cyprus International University - Nicosia, North Cyprus

- CGPA [3.60].
- Certificate of passing the entrance examination.
- Certificate of commitment.
- Certificate of volunteering in charitable works.
- Swimming skill certificate.

2014

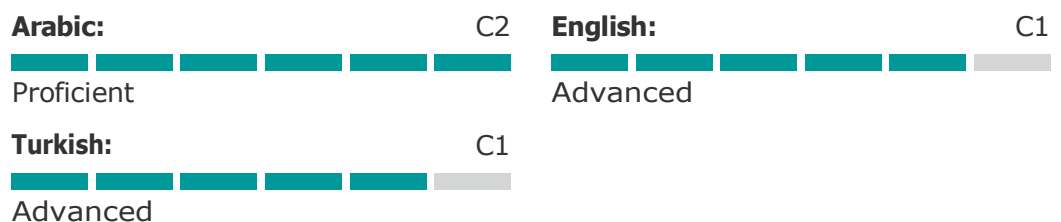
ASSOCIATE OF SCIENCE - TECHNICAL ACCOUNTING: "ARABIC"

Palestine Polytechnic University - Hebron, Palestine

- CGPA [3.00].
- Reliable systems Accounting Program.
- Al-Quds Accounting Program.
- Al-ARABI Accounting Program.
- SPSS .
- MS-Office (Microsoft Word, Excel, Access, PowerPoint).

LANGUAGES

Arabic, English, Turkish: First Language



ACCOMPLISHMENTS

- Increasing the percentage of profits of the companies in which I worked to more than 100%.
- Attracting new clients in the institutions in which I worked to the highest levels.

- Radical change in sales plans to the best levels.
- Developing individuals at the level of professional experience.
- Developing the work environment to the best levels.
- Achieving the highest levels of organization and administrative control.
- Achieving the highest levels in accounting systems.