



Mohammad Masri

Banking and Financial Sciences

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Dedicated and results-oriented professional with a strong background in Banking and Financial Sciences, seeking to leverage expertise in risk management, investment analysis, and financial modeling to contribute effectively to the organization's success. Possesses a proven track record of delivering strategic financial solutions and fostering client relationships to drive business growth.

EDUCATION

2006: Bachelor degree of Banking and Financial Sciences, An-Najah National University Nablus-Palestine.

COURSES

- Comprehensive Accounting Program Course
- Positive Thinking Workshop
- Counterfeit Currency and Cheque Detection Course
- Sell Like a Pro with International Coach Ali Diab
- Time Management Strategies Workshop
- Sales Techniques and Customer Needs Analysis Workshop

LANGUAGE

Arabic, English

SPECIAL SKILLS

- Financial Analysis
- Risk Management
- Financial Modeling
- Portfolio Management
- Client Relationship Management
- Communication and Presentation Skills
- Regulatory Compliance
- Team Collaboration

COMPUTER SKILLS

Excellent of using Microsoft Office, windows applications

PROFESSIONAL EXPERIENCE

Jawwal

2018 - 2023

Acting Showroom Manager of Jawwal Nablus Exhibition, Rafidia

- Oversee daily operations of the showroom, including opening and closing procedures, inventory management, and staffing assignments.
- Ensure that showroom displays are visually appealing, well-maintained, and stocked with relevant products.
- Provide guidance and support to showroom staff, including sales associates and administrative personnel.
- Train new hires on company policies, products, and sales techniques.
- Monitor and evaluate employee performance, providing feedback and coaching as needed.
- Handle customer inquiries, complaints, and escalations in a professional and timely manner.
- Assist customers in selecting products, answering questions, and processing transactions.

Jawwal

2007 - 2017

Sales Officer

- Identify and generate leads through cold calling, networking, and other sales techniques.
- Conduct market research to identify potential customers and their needs.
- Build and maintain relationships with new and existing customers to ensure customer satisfaction and retention.
- Develop and execute sales strategies to meet or exceed sales targets.
- Present product demonstrations and proposals to prospective customers.
- Negotiate terms of sale and close deals to achieve revenue goals.
- Collaborate with the marketing team to develop promotional campaigns and strategies.
- Keep abreast of industry trends, competitor activities, and market developments.
- Prepare sales reports and forecasts to track progress and identify areas for improvement.
- Provide feedback to the management team on market trends, customer needs, and sales strategies.

National Insurance Company

2006 – 2007

Health Compensation Employee

- Administer employee health insurance plans, including enrollment, eligibility verification, and claims processing.
- Coordinate with insurance providers to negotiate competitive rates and ensure timely payments.
- Educate employees on available health benefits, including coverage options, enrollment procedures, and plan changes.
- Respond to employee inquiries regarding health benefits, claims, and coverage issues.
- Assist in the design and implementation of employee compensation programs, including salary structures, bonuses, and incentives.
- Maintain accurate records of employee compensation, including salaries, bonuses, and benefits.
- Conduct salary surveys to benchmark compensation levels against industry standards.

Palestinian Central Bureau of Statistics

Census employee

2006

- Conduct door-to-door visits to assigned households to collect census data.
- Interview residents using prepared questions to gather information on demographics, household composition, and other relevant factors.
- Explain the purpose and importance of the census to residents and address any concerns or questions they may have.
- Use electronic devices or paper forms to record accurate and complete responses.
- Follow established procedures and protocols for data collection to ensure consistency and reliability.
- Adhere to strict confidentiality guidelines and protect the privacy of respondents' information.
- Work independently to manage assigned workload and meet specified deadlines.

REFERENCES

- Firas Wael Khalaf: Director of Commercial Management of Arkan Real Estate Company 0594050506
- Thaer Abu Bakr. : Director of Sales Department at Jawwal 0599001368
- Dr. Abdel Salam Al-Khayyat: Vice President of An-Najah National University for Academic Affairs 0599731343