

# Mohammad Hadi Al-Koush

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UAE- Dubai

## EXPERIENCE

### Sales Experience

#### Retail Group – Aldo ( Spot C )

Sep 2017 – Nov 2020 Beirut

##### Acting as a store manager since September 2019

- Full time Job;
- Promoting and selling Aldo's products using solid arguments to existing and prospective customers for two years;
- Working on Sale Season for almost 12 hours;
- Succeeding in increasing the stores sales in cooperation with my friends;
- Well known by customers;
- Establishing and maintaining positive business and customer relationships;
- Achieving the required target sales;
- Solving customers problem issues and following up with them on regular basis;
- Keeping accurate records of the daily performed work and reported it back to my manager;
- Communicating with hundreds of customers on daily basis;
- Willing to work on behalf of my teammates in case of emergency.

#### B a-United Holding

July 2020 – Aug 2020 Beirut

#### Electrical Engineer internship

- Working with the engineer in charge and technicians for the electrical maintenance of the networks in the mall
- Learning about several systems in the project such as lighting, small power, BMS, fire alarm system, cctv, etc.

#### Mikdash Home Appliances

Feb 2017 – Aug 2017 Beirut

#### Electrical Home appliances Company

- Part time job;
- Promoted electrical home appliances;
- Enhanced my communication and persuasive skills;
- Responded to various costumers needs and monitoring the quantity of products at the companies store regularly;
- Ordered from the suppliers the missed products;
- Leading 2 workers in helping the customers.

## ACADEMIC PROJECTS

- Knowing the value and the benefits from working in groups
- Lighting installation and full dialux design of dwelling unit (direct and indirect light)
- Design a Street Lighting (design different types of poles and light).
- Electric Distribution design for the project areas,(General socket, specialized equipment ,and lighting design) including all
- Required calculations and design the electrical layouts using Autocad.

## EDUCATION

5<sup>th</sup> Year Electrical & Power Engineer Student,  
Beirut Arab University

2017- Jan 2020

GPA

2.96 / 4.0

## SUMMARY

An organized, effective communicator with customers/colleagues and can handle stressful or unexpected circumstances. I look to bring my cheerful attitude, and academic studies into your esteemed company.

## MOST PROUD OF

- Successfully managed between my Engineering studies and my full time Job
- Employee of the year for two consecutive years at Aldo Spot C, Lebanon.
- Actively organized trips and school parties for my colleagues

## ACTIVITIES AND ACHIEVEMENTS

- Participated and won in football school tournament that was organized and supervised by the ministry of education
- Achieved Entrepreneurship Course
- Achieved Accounting Course
- Achieved Communication Skills Course
- Achieved Engineering Economy Course

## HOBBIES

- Basketball
- Communicating with people
- Traveling
- Cooking

## LANGUAGES

English, Arabic

## TECHNOLOGIES

C++

Autocad

Microsoft Office

Arduino

Dialux