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## ***AIHAM NASER ALLAH***

### **Objective:**

Seeking a challenging career in the area of economics whereby I could utilize my knowledge, skills & contribute in the growth of the establishment.

I aspire to be promoted and kept with you always.

### **Education :**

Sep 2010 - Jun 2016                      Damascus University  
Bachelor's degree in Economics, Banks and Insurance  
Merit: Very good. Average (74.01%)

Sep 2009 - Jun 2010                      United Arab Emirates - Ajman  
High School Certificate, The Scientific Institute  
\_The Scientific Sector  
Merit: Excellent. Average (91.5%)

### **Experience :**

Nov 2019 \_ Present                      The Real Estate Market in Damascus  
  
Freelancer

- Investing in Real State and achieve high financial profits
- Contribution in real estate sales, purchase and leasing
- Analysis of the business environment and market expectations

Sep 2018 \_ Oct 2019

Syriatel Mobile Telecom

Enterprise & operations risk management specialist

- Designing and implementing an overall risk management process for the organization, which includes an analysis of the financial impact on the company when risks occur
- Performing a risk assessment : Analysing current risks and identifying potential risks that are affecting the company
- Performing a risk evaluation: Evaluating the company's previous handling of risks, and comparing potential risks with criteria set out by the company such as costs and legal requirements
- Submitting risk treatment proposals with one of the following options: reduce, transfer, accept or avoid
- Performing a risk monitoring : follow up the risk treatment and verification
- Risk reporting tailored to the relevant audience. (Educating the board of directors about the most significant risks to the business; ensuring business heads understand the risks that might affect their departments; ensuring individuals understand their own accountability for individual risks)
- Creating business continuity plans to limit risks
- Participate in conducting the OJT for new team members and promote a culture of knowledge transfer, cooperation and team work.
- Contribute to the continuous improvement of Syriatel Quality Management System.

Sep 2017 \_ June 2018

The Real Estate Market in Damascus - Jaramana

Freelancer

- Investing in Real State and achieve high financial profits
- Contribution in real estate sales, purchase and leasing
- Analysis of the business environment and market expectations

Nov 2016 – Aug 2017

Berkshire Real Estate Development, Dubai  
Marketing and sales

- Assisting in effective implementation of sales strategy and plan.
- Assisting the Manager in selling activities with clients
- Marketing and advertising in social media about luxury properties
- Ensuring consistently high-level of Customer Service to clients
- Building relationships with existing clients about portfolio & services
- Introducing new clients and building a continuing relationship

May 2015 – Nov 2015

Real Estate Office Al Sham, Damascus - Jaramana

Freelancer

- Bought, sold and rented apartments.
- Made contracts for tenants by municipality.

Dec 2012 \_ Jul 2013                  Royal Care, Sharjah

Sales Representative

- Meeting or exceeding sales goals
- Coordinating sales efforts with marketing programs
- Preparing and submitting sales contracts for sales
- Answering client questions about products, prices and availability

Jul 2010 – Nov 2012                  Syrian Arab Red Crescent  
Volunteer

- Participated in the workshop of the principles of psychosocial support (Valid certificate of participation) From SARC.
- Participated as active volunteer within different fields and activities in SARC :
  - ✓ First aid
  - ✓ Principles of Disaster
  - ✓ Logistics
  - ✓ Water and sanitation
  - ✓ Housing and camps (Refugees and homeless camps 2012 - Damascus)
  - ✓ Community Rating
  - ✓ Psychological support
- Visited the neediest families and assessed their needs (neediest families program).
- Provided psychosocial support to the children's cancer patients in two hospitals :
  - 1- The children's cancer hospital
  - 2- Peronist hospital.
- Participated in the human development courses in The Syrian Trust For Development and in the Work Clinics :
  - ✓ Time management
  - ✓ Human resources
  - ✓ Coach Preparation

## Language skills

Arabic – native

English – very good

Learning other languages

## Computer Skills:

**Microsoft Office XP**

**Internet skills**

**Computer software**

## Personal character:

- Friendly
- Confident
- Persistent
- Organized
- Self motivated
- Self discipline
- Self learning
- Adjust to work in both individually and in group

## Skills:

- Interpersonal & presentation skills
- Creative problem solving
- High level of accuracy
- Logical analysis
- Team player
- Motivation
- Flexibility to perform various tasks
- Performing well under pressure
- Social media

## Personal details:

- **Nationality** : Syrian
- **Date and Place of Birth** : 03/11/1991 – U.A.E
- **Military Service** : exempt
- **Marital Status** : Single
- **Gender** : Male

## Additional Information:

- Holding UAE valid driving license.

All documents are available upon request