



Oday
Eissa

Sales & Business Development

WORK EXPERIENCE



Business Development Manager

Do Power Technology

(A leading company specializes in alternative and SOLAR energy solution)

[04/2017 - present] **Damascus, Syria**

- Establishing and developing relationships with customers, suppliers and other partners.
- Identifying new business opportunities in order to generate revenue, improve profitability and help the business grow.
- Integrating the product's specifications (solar products, batteries, and UPS's) and understand the needs of our customers.
- Work strategically by analyzing the solar projects from A to Z.
- Tendering, Attending seminars, conferences and events where appropriate.
- Maintain the relationship with clients and our 12 showrooms by providing support, information, and guidance.
- Logistics preparing and following the tenders (governorate or private tenders).

Project Manager

HiFi (Private Internet Service Providers)

[02/2014 - 03/2017] **Damascus, Syria**

- Directing ISP executively from zero point.
- Super visioning the strategic plans of ISP the market vs the community.
- Managing the ISP coordinating the team to keep them on track and keeping the ISP on budget
- Responsible for the submitting of the annual budget and monthly financial statements to the board.

Project Manager

AYA (Private Internet Service Providers)

[08/2005 - 01/2014] **Damascus, Syria**

- Professional project managing and organizing ISP.
- Setting goals and objectives, defining roles and producing schedules and timelines for tasks.
- Select, lead and motivate the ISP team to drive the business forward.
- Work closely with senior management to identity, develop and implement courses, and reports providing
- Implement any necessary changes throughout the process regarding the clients needs and the market activities.



25 - April - 1982



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Nationality: Syrian



Gender: Male



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Address: Dubai ,UAE



Visa status: Residence ID
for 2 Years



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Driving Licence (B) ,SY ✓



AstraZeneca Vaccine ✓



LANGUAGE SKILLS



Mother Tongue: Arabic

En

Reading



Writing



Speaking



Listening



Digital Skills



Microsoft
Excel



Microsoft
Outlook



Microsoft
Word



Microsoft
PowerPoint



Photoshop

- Good knowledge in WAN, LAN, and Hardware, Software maintenance

Education



Bachelor of Mechanical Engineering

Damascus University - Faculty of Mechanical and Electrical Engineering

[2009] Damascus, Syria

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Certificates



Solar Energy and Elictrical Technician

Pico Solar Academy [11/2021] Damascus, Syria

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Work Reference Letter

Do Power Technology [10-2021] Damascus, Syria

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Solar Experience Certificate

Data Technology System (DTS) [04-2021] Damascus, Syria

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Solar Experience Certificate

Alsayes Renewable Energy [08-2020] Damascus, Syria

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Work Reference Letter

HiFi Internet Service Provider [01-2017] Damascus, Syria

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Work Reference Letter

AYA Internet Service Provider [01-2014] Damascus, Syria

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Human Performance Development Certificate

AYA Internet Service Provider [2006] Damascus, Syria

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MANAGEMENT AND LEADERSHIP SKILLS



Management & Organization in Techno Build Exhibition

Do Power Technology [25/10/2020 - 29/10/2020] Aleppo, Syria

Management & Organization in Damascus International Fair

Do Power Technology [06/09/2018– 15/09/2018] Damascus, Syria

Management & Organization in All – Energy International Exhibition

Do Power Technology [23/10/2017- 25/10/2017] Damascus, Syria

