

ZANEAR JABBAR SSALI – UNIVERSITY LECTURER AND BUSINESS DEVELOPMENT CONSULTANT & TRAINER (1/4)



Education & certifications

- Master's Degree in International Business Management – Sheffield Hallam University - UK

Languages

- Fluent in English
- Fluent in Kurdish
- Limited working proficiency in Arabic

Years of experience

- 10+

Overview

Lecturer at Erbil Administrative Technical College, Erbil Polytechnic University since 2016. I have taught several modules : Principles of Management, International Business Management, Strategic Management, Electronic Management, Materials Management Time Management and Organizational Behavior.

I hold Master's Degree in International Business Management at Sheffield Hallam University, England - 2015 with Distinction. Courses covered: International Consultancy Project, Innovation and Enterprise, Global Business Environment, International Management Competencies, Global Business Strategy, Global Supply Chain Management. I did my Bachelor in Business Administration, at the University of Salahaddin - Erbil in 2011.

Industry Expertise

- Public Sector
- Oil & Gas
- Retailers
- High-Tech
- Construction/ Infrastructure
- Real-estate
- Agribusiness

Functional Expertise

- Business Development
- Business Strategy
- Business Management
- Business Plan
- Relationship Marketing
- Sales and Customer Service
- Developing Startups
- Time Management

Selected work experience & previous projects:

- Co-founder of PoloPlast-Kirkuk, May 2021, POLOPLAST develops and produces high-performance plastic pipe systems for a multitude of applications, Its a German Brand; we are the exclusive agent in Kirkuk - Iraq.
- Founder of Success Business Community (SBC). Its a unique business community to support business for business connections, marketing, and business developments. SBC is a business platform for Entrepreneurs, Businessmen and professionals to connect and develop. It was first lunched in July 2020.
- Qualified Trainer in Corporate Governance - Governance Institute of Directors (GIOD), which is the only institute in Iraq that is supported by IFC / World Bank Group July 2018.
- Master Trainer at TVET / Iraq British Council (from 2016-2019) I was 1 of 10 lecturers in Kurdistan Region of Iraq (KRI) chosen to attend TVET; which was managed by The British Council and UNESCO, and funded by The European Union.
- Co-founder and Board Member of Plan Organization (PO) for Managerial Developments and Business Consultancy. PO is a non-profit civil organization registered on the 14th March, 2013 in Erbil – Kurdistan. I am a Business Development Director at PO since March 2017.

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Work Experience:

Dates	Position/ title	Company / Institute	Location
November 2016 – Present	Lecturer at Erbil Administrative Technical College	Erbil Polytechnic University	Erbil - Iraq
March 2017 – Present	Business Development Director	Plan Organization	Erbil – Iraq
July 2018 – Present	Qualified Corporate Governance Trainer	Governance Institute of Directors	Erbil – Iraq
October 2019 - Present	Business Development Consultant	TechEye Co	Erbil – Iraq
January 2020 - Present	Business Development Consultant	HMH Group	Erbil – Iraq
February 2020 - Present	Business Development Consultant	GK Architects	Erbil – Iraq
June 2020 – Present	Sales and Customer Service Trainer	Ash Company	Erbil – Iraq
December 2020 - Present	Business Development Consultant and Trainer	Delos International	Erbil - Iraq
December 2020 - Present	Business Development Consultant	Show Market Chain	Erbil – Iraq
January 2021 - Present	Business Trainer (Management and Planning)	Al-Mumtaz Company	Erbil – Iraq
February 2021 – Present	Business Development Consultant and Trainer	Haji Hussein Real-estate	Erbil – Iraq

Certificates & Associations:

- Planning and Budgeting by USAID during Nov 10-12, 2020
- Program facilitator in Global Solutions Sustainability Challenge, by IREX Under the Stevens Initiative US.
- The Leadership Edge - Global Next Research Group and Leadership Institute a certificate - February 27-28, 2019.
- In 2018 I have participated in a 6-days training course titled: Board of Directors skills, managed by Governance Institute of Directors which is supported by IFC.

Selected work experience & previous projects (continuing):

- Marketing Consultant at CAMPC . From January to May 2018, I have worked as a Marketing Consultant at CAMPC in Erbil.
- How to start Your Own Business (professional start-up training course) I have prepared, designed a training course (Peshang Course: How to start your own business). This course is supported and sponsored by several organizations internationally and locally; such as: IREX, American Consulate in Erbil, Erbil Polytechnic University, Erbil Chamber of Commerce and Industry, Plan Organization, The Book Café and Rebaz Foundation.

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Certificates & Associations: (continuing):

- I have participated in Technical Vocational and Educational Training, British Council and UNESCO, December 10-14, 2017.
- Principles of Corporate Governance, Governance Institute of Director & IFC/ World Bank Group, August 14-15, 2017.
- Academic Capacity Development, In 2016 I have obtained a corticated of “Academic Capacity Development” by Erbil Polytechnic University and enrolled as a full-time university lecturer at Ministry of Higher Education and Scientific research since 2016.
- Professional Skills Programme Course by Sheffield Business School- UK. In 2015 I have successfully completed Professional Skills Programme Course (PGC) organized by Sheffield Business School; the course focused on developing skills for aspiring managers and leaders.
- Entrepreneurship Course, I have been awarded by Prof. Herbert J. Davis of The George Washington University in June 2009.
- Learning English for Academic Purposes (LEAP) I have successfully completed Learning English for Academic Purposes (LEAP) in an English Language course at Sheffield Hallam University in 2014. It lasted for 9 months, from 13 January 2014 to 15 September 2014. This course was managed by The TESOL Centre at Sheffield Hallam University.
- ToT session on Occupational Health and Safety, I have been awarded ToT certificate in Occupational Health and Safety: at The European Technology and Training Centre. Approved by Dr. John C. Cross in 2013.

Selected work experience & previous projects (continuing):

- Business Development and Marketing Consultant at Caritas Czech Republic November, December 2017. We have provided business consultancy service and workshops to 40 small businesses on Business Development and Marketing to Environmentally Friendly Agribusinesses in Kurdistan.
- Business Development Consultant, I have worked with UNDP and ECCI as a Business Development Consultant from 11 June 2017 to 24 October 2017. I have provided consultancy service and training course for 5 businesses in Erbil, Sulaymanya and Duhok.
- International Consultancy Project, I have worked as a consultant for an International British company (Numill Ltd, Tool Manufacture and Tool Reclamation) from January 2015 to April 2015. (www.numill.co.uk).
- Assistant Researcher at College of Administration and Economics, I have worked at the ICT unit at college of Administration and Economics – University of Salahaddin for 2 years, from November 2011 to November 2013.
- Branch Manager, I have worked at Boon Company (May 2011 – November 2011 as a Branch Manager (full time). My work experiences have involved planning, organizing, negotiating, coordinating and controlling staff and managing the branch.
- Sales Manager, I have worked as a sales manager in our family business (Luna Ceramic) Showroom 2009 – 2010 (Part time).

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Selected Publications:

- Development obstacles of the Private sector in the Kurdistan Region of Iraq (The experience from SMEs in Erbil), JOURNAL OF CRITICAL REVIEWS, ISSN- 2394-5125 VOL 7, ISSUE 17, 2020.
- The role of universities and research centers in private sector developments of the Kurdistan Region of Iraq (The experience from SMEs in Erbil), JOURNAL OF CRITICAL REVIEWS, ISSN- 2394-5125 VOL 7, ISSUE 17, 2020

Interested areas for delivering training course, seminars and workshops:

- Develop Your Business Training Course (For businessmen and entrepreneurs)
- How to Start your own Business (start-up training course)
- How to prepare effective Business Plan
- Sales and Customer Service
- Management and planning
- Time management



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