

- University Lecturer
- Business Development Consultant & Trainer

- Iraq Creativity Ambassador at World Creativity and Innovation Week/Day



Education & certifications

- PhD Candidate in Business Administration at EPU.
- Master's Degree in International Business Management – Sheffield Hallam University - UK

Languages

- Fluent in Kurdish
- Fluent in English
- 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. And I did my Bachelor in Business Administration, at the University of Salahaddin - Erbil in 2011.

Industry Expertise

- Public Sector
- Oil & Gas Service
- 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:

- 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.
- Former Master Trainer at TVET / Iraq British Council (from 2016-2019) 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.
- Micro Business Coach & Mentor, at CESVI organization from August 2021 – February 2022.
- Marketing Consultant at CAMPC . From January to May 2018, I have worked as a Marketing Consultant at CAMPC in Erbil.
- 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.

- University Lecturer
- Business Development Consultant & Trainer

- Iraq Creativity Ambassador at World Creativity and Innovation Week/Day

Work Experience:

Dates	Position/ title	Company / Institute
November 2016 – Present	Lecturer at Erbil Administrative Technical College	Erbil Polytechnic University
November 2021 - Present	Business Development Consultant	Halgurd Co.
January 2019 – January 2022	Business Advisor	HMH Group of companies
March 2017 – March 2019	Business Development Director	Plan Organization (Non-profit Org.)
July 2023 – October 2023	Marketing Consultant	Dr Online App
July 2018 – July 2020	Qualified Corporate Governance Trainer	Governance Institute of Directors
December 2021 – January 2023	Consultant	Rwanga Foundation
October 2019 – October 2020	Business Development Consultant	TechEye Co
February 2020 – February 2022	Business Development Consultant	GK Architects
June 2020 – January 2021	Sales and Customer Service Trainer	Ash Company
December 2020 – May 2021	Business Development Consultant and Trainer	Delos International
December 2020 – December 2021	Business Development Consultant and Trainer	Show Market Chain
January 2021 – December 2021	Business Trainer (Management and Planning)	Al-Mummtaz Company
February 2021 – July 2021	Business Development Consultant and Trainer	Haji Hussein Real-estate

Certificates & Associations:

- Iraq Creativity Ambassador at World Creativity and Innovation Week/Day; since October 2022 (www.wciw.org)
- Planning and Budgeting by USAID during Nov 10-12, 2020
- Program facilitator in Global Solutions Sustainability Challenge, by IREX Under the Stevens Initiative US in 2019.

Certificates & Associations:

- 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.

- University Lecturer
- Business Development Consultant & Trainer

- Iraq Creativity Ambassador at World Creativity and Innovation Week/Day

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):

- Peshang Business Training Course (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.
- 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.
- 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.

- University Lecturer
- Business Development Consultant & Trainer

- Iraq Creativity Ambassador at World Creativity and Innovation Week/Day

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
- Understanding High-Performance Work Team (HPWT) Models: Going Beyond Employee Productivity as Related to (EPU) Identity, Eurasian Journal of Management & Social Sciences, ISSN 2708, July 2021

Interested areas for delivering training course, seminars and workshops:

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



Published a book in 2023: in the field of International Business "Foreign Direct Investment: The experience of the Kurdistan Region of Iraq"



Address:

Rasty, Erbil, Kurdistan – Iraq



00964 750 461 84 63



zanear.ssali@epu.edu.iq
zaniar9kurd@yahoo.com



www.linkedin.com/in/zanear-jabbar



زانيار جبار :: Zanear Jabbar