

Curriculum Vitae

Name: Imad AbdulQader Al Hatamleh

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Date of Birth : 27/02/1963

Place of Birth : Irbid - Jordan

Citizenship : Jordanian

Marital Status : Married with 2 Children

Employment History:

Jan 1988-Aug 1990 **Economic researcher** – Department of Statistics – Jordan

Responsibilities: collecting and processing data of economics sectors in Jordan (Trade, Industries , Employments and Services)

Jan 1991- Jun 1995 Sales **and Marketing Manager** – Arab Shipping Co. – as Agents for Nedlloyd Lines & SCI Lines (Shipping Corp. of India).

Studying and analyzing customer's supply chain requirements and customizing logistics and shipping services according to their needs

Jul 1995 – May 2004 **Senior Sales Officer** – APL Lines.

Leading the sales team to provide the clients with shipping and logistics services and prices to and from Aqaba and integrating their supply chain.

Jun 2004 – Jan 2006 **Senior Sales Executive** Maersk Jordan

Leading the sales team to provide the clients with shipping and logistics services and prices to and from Aqaba and integrating their supply chain.

Providing all logistics services (warehousing, air freight, and brokerage, clearance) to integrate customers supply chain

Feb 2006 – Mar 2008 **Private Trading Business.**

Running private retailing business and Import with all related supply chain assignment (procurements, warehousing, purchasing, inventories, sales and marketing)

Apr 2008 – Jun 2009 **Sales Manager** CMA-CGM Jordan

Leading the sales team to provide the clients with shipping and logistics services to integrating with their supply chain.

Feb 2010 – Apr 01 2011 **Line Manager for Jordan & Iraq** MISC Lines – Naori Group.

Leading the sales team to provide the clients with shipping and logistics services and prices to and from Aqaba and integrating their supply chain.

Providing all logistics services (warehousing, air freight, and brokerage, clearance) to integrate customers supply chain

2010 – Free Lance Trainer of following topics:

- Shipping and Logistics Management
- Supply Chain Management
- Professional Selling Skills and Sales Management
- Marketing Management
- Public Relations
- DISC Behavioral Styles Analysis for more effective communications

-Certified Trainer to European Logistics Association (ELA)

2015 – Industrial Prof. – Logistics Dept. - at German Jordanian University

Education:

PD in Logistics Management – Kingsbridge University (Online Learning)

-Master Degree in Marketing Amman Arab University – Jordan 2012

-Bachelor of Economics – Yarmouk University – Jordan 1985.

Diploma in Maritime Logistics – Alison Academy (Online Learning) 2021

-Certified International Professional Trainer – American Certification Institute.

-Certified International Supply Chain Manager – Int’l Supply Chain Management Institute

– Certified International Commercial Contract Manager - Supply Chain Management Institute

-Certified International Sales Manager – American Institute

Certificates & Awards:

-PMP – To Change Academy Amman 2014

-Shipping and Maritime Agents Amman 2001.

-Inco terms 2000 by APL Jordan 2003.

-Time Management by APL Lines – Amman 2003.

-Star Process 1 (Logistics) by Maersk Dubai 2004.

-Star Process 2 (Logistics) by Maersk Bahrain 2005

-Hazardous Cargo Handling by APL Jordan 2001.

-Inner Circle Selling by APL Lines – Dubai 2002.

-Selling in the Customer's Language by APL Lines – Dubai 2002.

-Professional Sales Manager - Modern Technology –Amman – Jordan

- Achieving Sales Excellence** by APL Lines – Mascut - Oman 2000.
- SPIN Making Major Sales** by APL Lines – Mascut - Oman 2000.
- Situational Sales Negotiation** by APL Lines – Mascut - Oman 2000.
- Effective Negotiation** – Amman Jordan 1999.
- Who Moved my Cheese** by APL Lines Dubai 2002?
- Professional Sales Management** – Amman Jordan 2001
- Apples & Oranges** by APL Dubai 2002.
- Listening Skills for Sales People** by APL Dubai 2002.
- Presentation Skills** by APL Lines Cairo – Egypt 1999.
- Maersk International Knowledge Education** by Maersk Jordan 2005.
- TMW (Shipping & Logistics)**by Maersk Line Istanbul – Turkey 2005.
- Communication skills and team Work Building** by Shuaa Amman 1997.
- Reefer Business Development Seminar** by Maersk Line – SriLanka 2005.
- Social Media Marketing Jordan** 2012
- Unique Value Proposition Jordan** 2012
- Your Target Audience** Jordan 2012
- profit and loss Jordan 2012**
- Value Innovation Jordan 2014**
- Public Relations Jordan 2014**
- DISC Behavioral Style Analysis Jordan 2014**
- Public Relations Jordan 2014-04-28**
- Value Innovations EJABI Jordan 2014**
- English for Business Communication M1, M2 and M3** by ABI Amman 2000.
- ICDL** by Maersk Line 2005 Amman.

-The Marketing Planning Workshop by EJADA Amman 2004.

-Listening and Speaking – High Intermediate A Level ALC Amman 2004.

Awards:

-appreciation of dedicated Sales Efforts to promote APL brand in Jordan market in 2000.