

Waleed M. Kmail

Address: Jenin, Palestine

Mobile: 0599317132

Marital status: Married

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Academic Qualifications

- B.Sc. in Management Information Systems, Faculty of Administrative and Financial Sciences, Arab American University– Jenin, Palestine, July, 2012

Professional Experience

- I'm working as "Direct Sales" for the Department of Small and Medium Enterprises at Bank of Palestine, since March 2017.
 - During this job, I handle the following:
 - ❖ Marketing of the bank products.
 - ❖ Field visits to study and evaluate projects.
 - ❖ Collect data and information on similar services in the market.
 - ❖ Evaluating applied feasibility studies and supporting new SMEs in applying for the financial support.
 - ❖ Training targeted SMEs in Jenin area on financial management and risk management.
- I worked as the "Sales Supervisor" at Kmail Company, Responsible for driving results by providing direction, support, and guidance to the sales team in the areas of sales, revenue generation and cost control. since October 2015 to February 2017.
- I worked as the "Jenin Centre Coordinator" at Partners for Sustainable Development [PSD], since October 2014 to September 2015.
 - During this job, I handled the following:
 - ❖ Follow-up NETKETABi project components (Marketing, Training, and Finance).
 - ❖ Networking & Outreach with local and international CBOs and Educational.
 - ❖ EVS Accreditation Volunteers Sending & Hosting Process.
 - ❖ Conduct employability & other trainings.
 - ❖ Mentoring EVS Project by Euro-med.
- I worked as the "Projects Officer" for the Palestinian Business & Innovation Centre [PBIC], Palestine Information and Communications Technology Incubator – [PICTI], since May 2012 to August 2014.
 - During this job, I handled the following:
 - ❖ M&E/ Communications for "Path to Career" & "INTALIQ" projects by USAID.
"Develop the Skills of the Palestinian young ICT entrepreneurs and graduates to better suit them for the market place and therefore create more job opportunities and decrease unemployment rate. Training of 180 graduates on leadership, business planning, and other general and technical courses in mobile technology, social media, and web development. 80 job and internship opportunities were created..."
 - ❖ Officer of Mobile Application Developers & Innovators with PALTEL Group.
 - ❖ Technical Support Officer, Web Development, and Social Media Networking.
 - ❖ Officer of Training courses in Entrepreneurship and Technical training.
 - ❖ Clients account manager for projects incubator at PICTI.

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- ❖ Officer of Business Plan Contest 2012-2013 with Intel.
- ❖ Officer of YDRCs project with RUWWAD and Intel.
- I have experience as a trainer, as I trained many employees and graduates as the following:
 - ❖ Job Hunting Through Social Media
 - ❖ Resume Writing and Interviewing Skills
 - ❖ Principles of Business Entrepreneurship
 - ❖ Employability Skills using PTS® curricula
 - ❖ Digital Marketing and How to Earn Money Online.
 - ❖ Life Skills (Leadership, Team building, Communications, Presentations Skills)
- Establishment of a small project in Web Development & hosting, 2008

Professional Certificates

- Volunteer and Trainer with INJAZ Palestine on their activities, [Educational Jenin] 2015
- EVS Accreditation Volunteers Sending & Hosting Process, [Euro-Med - Ramallah] 2014
- Social Media Networking Specialist, [Ougarit Group– Ramallah]. 2013
- Network+ and A+ PCs[Galaxy Information Systems – Ramallah]. 2012
- Projects Management [Hassib Sabbagh IT Center of Excellence]. 2011
- Entrepreneurship and Business Plan Writing [ITS Centerin AAUJ]. 2011
- International Computer Driving License[Hakoura Center - Jenin]. 2011
- Website Development [Hakoura Center – Jenin]. 2011
- Photoshop design [Hakoura Center - Jenin]. 2011

Languages

- Arabic: Native Language English: Very good: spoken and written.

Personal Skills

- Ability to working under pressure.
- Motivated to continuously learn new skills
- Enjoy working in any team environment, as well as independently.
- Maintain exceptional communication, Interpersonal, Presentation & Leadership skills.

Technical Skills

- Computer skills: Professional PC hardware and software, Maintenance, and Security.
- Digital marketing skills: Google AdWords, Google AdSense, SEO, and Social Media.
- Networking skills: Networking concepts, establishment and building a Local Network.
- Software skills: Project Management, Microsoft Office (ICDL), Photoshop and others.
- Web Skills: HTML, CSS, Wordpress, Joomla, Open Source Script, and Hosting Website.

Additional Information

- I have a valid driving license.

Interests and hobbies

- Making new friendships and partners, and associating with others