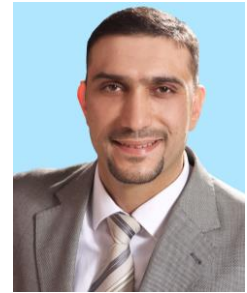


Tamim S. AL-Qudah



Personal Details

Gender: Male
Date of birth: 30/06/1981
Nationality: Jordanian
Marital status: married, two Children

Education

1. **Certified Business Analysis Professional (CBAP)** – IIBA, CA
2. **Certified Project Management Professional (PMP)** - PMI, USA
3. **MSc. Marketing** - Amman Arab University, Jordan
4. **B.A Marketing** - Faculty of Economics & Managerial Sciences, Yarmouk University, Jordan

Key Experience

- Experience: Total 14 year with almost 3 years in GCC as marketing manager.
- Fields of experience: ISP, Construction & Real Estate, Training, Banking, and ICT.
- Reporting to: GM, CEO, and Delivery Director.
- Project Management: Initiating, Planning, Executing, M&C, Closing
- Joint Ventures & Business Alliances: participated in reviewing and preparing (business sections only) many joint ventures & business alliances agreements.
- Business Plan Building: including; Market Studies & Review, Customers – Product Analysis, Marketing Plan & Strategy, Financials and Action Plan.
- Marketing Plans: Including Product and Company review, Market Analysis, Company- Market Situation Matching, 7Ps (Marketing Mix) Plan, Budgeting, Action Plan.

Project Management Vocational Experience

- Jan.2016 – Present. Project Manager – Restructuring and Rehabilitation Project of the institute of Public Administration (IPA). Jordan.
- June.2015 – July.2016 Consultant & SME – Building Business Analysis Standard. Commercial Bank. Jordan.
- May.2013 – Mar.2014 Project Manager – System & Process Re-Engineering. Five Stars Hotel. Jordan.
- May.2013 – Jan.2014 Project Consultant – Establishing Code of Ethics. Construction Company. KSA.
- Jan.2013 – Dec.2013 Project Manager – Advertising & 3D system Building. Mindshare Agency. Jordan.
- May.2012 – Feb. 2013 Project Manager– Opening 16 new Branches project. Back Comfort. KSA.

Project Management Training Experience

Project Management Training Experience (Last year Only)

- 3 PMP Courses – Al Taweel for Training and Consultations – 29/10 – 16/11/2018 – Riyadh, KSA.
- PMP Public course – Reference for training & Consulting- Oct. 2017 – Amman – Jordan.
- PMP Public course – Reference for training & Consulting- Sept. 2017 – Amman – Jordan.
- PMP Public course – Reference for training & Consulting- May. 2017 – Amman – Jordan.
- Two PMP Public course – Reference for training & Consulting- April. 2017 – Amman – Jordan.
- Two PMP Public course – Reference for training & Consulting- March. 2017 – Amman – Jordan.
- PMP Public course – Reference for training & Consulting- Feb. 2017 – Amman – Jordan.
- PMP Public course – Reference for training & Consulting- Jan. 2017 – Amman – Jordan.
- PMP private course – Dar Al-Salam Group for Training- Ministry of interior affairs – Nov.2016
- Two PMP private Courses – INJAZ – Nov. 2016.
- Applied PMP course – Oct.2016 – Amman – Jordan.
- Applied PMP course – Sep.2016 – Amman – Jordan.
- Applied PMP course – Aug.2016 – Amman – Jordan.
- PMP course – IPA – Aug. 2016 – Amman – Jordan.
- PMP course USAID – TAKAMOL Program Aug.. 2016.
- PMP course – Osool for training – July. 2016 – Istanbul – Turkey.
- Practical PMP public course July. 2016.
- Applied PMP public course – Kawader – May.2016 – Jordan – Amman.
- Practical PMP public course May. 2016 – Private course – SPG - Istanbul – Turkey.
- Applied PMP public course -IPA – May.2016 – Jordan – Amman.
- Practical PMP public course April. 2016.
- PMP course USAID – TAKAMOL Program March. 2016.

CBAP courses (Last year Only)

- CBAP private course – Hakeem Health services – Nov.2016 – Jordan – Amman.
- CBAP public course – Oct.2016 – Jordan – Amman
- CBAP public course – Sep.2016 – Jordan – Amman.
- CBAP public course – Aug.2016 – Jordan – Amman.
- CBAP public course – May.2016 – Jordan – Amman.
- CBAP public course – April.2016 – Jordan – Amman.
- CBAP public course – March.2016 – Jordan – Amman.
- CBAP public course – Feb.2016 – Jordan- Amman.

Other courses (Last year only)

- Professional Presentation Skills in Practice.
- Efficient Communication Skills.
- Time Management.
- Crises Management.
- Building Business Plan.
- Marketing Management.

Vocational Experience

Position	Company	Date
PMP Trainer	Institute of Public Administration - Jordan	Oct. 2014 - Present
Consultant and trainer	Project Management, Business Analysis, and Marketing - Free Lancer	May 2012 - Present
Projects and Marketing & PR Manager	Arab Academy for Banking and Financial Sciences (AABFS) - Jordan	April 2011 - May 2012
Marketing Manager	Dar Al-Omran (Planners. Architects. Engineers) - Jordan	Sep.2008 - Apr. 2011
Marketing Manager	Atheer Al-Jeraisy Internet Service Provider - KSA	Nov. 2005 - Jul. 2008
Marketing Coordinator	AL-Athamneh for Computer and Tech. - Jordan	July. 2003 - Sep. 2005

- **Oct.2014 - Present**
PMP Trainer at Institute of Public Administration (IPA).
 - Provided over 50 PMP courses for public sector employees from different governmental entities.
- **April 2012 - Present**
Providing Project Management, Business Analysis and Marketing Consultations & Training.
 1. Directly managing project in several industries.
 2. Providing PMP training courses (Public courses, Private courses).
 3. Assisting companies in initiating their project management offices (PMO)& PM methodologies.
 4. Providing Business Analysis Consultation and training courses.
- **May2011 - May 2012**
Projects and Marketing & PR Manager at Arab Academy for Banking and Financial Sciences (AABFS).
 1. Reporting on all marketing & PR issues to the GM and discuss needed tools, budget, staff to accomplish the marketing goals & objectives.
 2. Build a new marketing department with a dependable staff.
 3. Provide training for marketing & Sales staff for on the work processes and procedures, sales meetings and communication.
 4. Build up a new CRM System in cooperation with the IT Dept.
 5. Set up solid Marketing plan.
 6. Build Sales plan & Sales Process & Procedures.
 7. Build & Update Client Data Base.
 8. Follow up on daily sales operations, achievements, and contracts signing.
 9. Follow up on communication with clients by enhance the current relations and build new relations with new clients.
- **Sep.2008 - Apr. 2011**
Marketing & Business Development Manager at DAR AL-OMRAN (PLANERS. ARCHITECS. ENGINEERS).
 1. Fulfill and carry out the duties of the marketing & business development manager.
 2. Provide full Marketing & Business Development Opportunities report for the Delivery & Business Development Director.
 3. Set & Build up Company marketing plan.
 4. Conduct market studies for opening new markets & finding new opportunities.
 5. Follow up and up date company web site.
 6. Build new marketing tools and improve the existing tools.
 7. Build a solid & dependable data base for the company.
 8. Improve and enhance communication with current and potential clients.
 9. Prepare for exhibitions: participation, materials preparation, booth organizing and arranging.
 10. Conducting analysis for current and potential markets & clients.

- **Nov. 2005 – Jul. 2008**

- **Marketing Manager at Atheer Al-Jeraisy internet service provider (KSA).**

1. Set up marketing plan for the company.
2. Provide the company with competing offers.
3. Create approaches to reach potential customers.
4. Managing the marketing intelligence to find the new trends of the customers and the market itself.
5. Implementing market studies to find new opportunities and threats.
6. Follow up on the company's web site and other marketing tools.

- **July. 2003 – sep. 2005**

- **Marketing Coordinator at AL-Athamneh for Computer and Tech.**

1. Follow up on marketing materials.
2. Pricing for items purchased and items for sale.
3. Training sales people.

Language and Communication Skills

- English: Very good; spoken and written.
- Arabic: Mother tongue.
- Team player.
- Ability to work within time frame and strict processes and procedures.
- Ability to work under pressure and unfamiliar situations.
- Using Arabic and English languages in writing & dealing with people.

Training Courses

- Business Analysis Professional - CBAP
- Applied PMP training course.
- Managing Projects using Ms Project Management 2010 Software.
- EXPASS coaching program (How to build an Exporting Marketing Plan).
- Marketing strategies work shop for three days.
- English course at British council.
- Communication course at British council.
- Presentation course at British council.

Computer Skills

- Ms Project 2010
- Work Breakdown Structure Pro.
- Microsoft Office –Complete tools and Internet navigating.

Memberships

- **Project Management Institute (PMI) USA, Membership ID 2628171.**
- **International Institute of Business Analysis (IIBA), CA, Membership ID 118569.**