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Personal Data

Name	Amjed Saleh Mousa Shqeer
Nationality	Jordanian
Place of Birth	Al-Zarqa / Jordan
Date of Birth	02/07/1974
Sex	Male
Marital Status	Married
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Areas Interested

- ❖ Teaching Marketing Management, Business Administration, Sales Management, and Personnel Management.
- ❖ Managing Sales Department.
- ❖ Managing Human Resource Department.
- ❖ Managing Advertising Department.

Academic Qualifications

- ❖ Ph.D. degree in **Marketing** - Specialization Marketing Information Systems (2020), University Sultan Zainal Abidin (UniSZA) Terengganu -Malaysia.
- ❖ **MBA** degree in business administration (1/2000) / from Aligarh University – (Aligarh – India).
- ❖ Bachelor's degree in **business administration** (7/1997) / from Shat Alarab University - (Albasrah - Iraq).

Computer Skills

- ❖ Very good background in windows (98,2000,XP).
- ❖ MS Office Products (Word, Excel, outlook).
- ❖ Adobe Photoshop and Corel draw (graphics design software).
- ❖ Good skills in Using Internet.
- ❖ A course in designing educational programs.
- ❖ A course in developing courses into electronic courses on the Lecture Maker and Articulate Program.
- ❖ A course in the virtual classroom system.
- ❖ A course in raising courses on the e-learning management system (Blackboard).

Titles of the training courses I have provided

- ❖ The effective communication skills in the field of tourism.
- ❖ Customer Relationship Management (CRM).
- ❖ Qualifying graduates for the labor market.
- ❖ Sales skills.
- ❖ Negotiation skills.
- ❖ Communication skills and display process.
- ❖ Promotion and communication skills.
- ❖ Dealing with the public skills.
- ❖ Higher communication skills and dealing with superiors.
- ❖ Skills of persuasion and influence.
- ❖ Outstanding service.
- ❖ Managing events skills.

Experience Information

<i>Period</i>	From (25/10/2024) Till Now Zarqa University (ZU) Department of Marketing, Faculty of Economics and Administrative Science
<i>Job Title</i>	Assistant Professor-Business Administration Department
<i>Duties</i>	Teaching the following courses:- 1) – Customer relationship management. 2) – Principles of Marketing. 3) – Digital marketing. 4) – purchase management.

<i>Period</i>	From (15/10/2023) to (7/2024) Luminus Technical University College (LTUC)
<i>Job Title</i>	Assistant Professor-Business Administration Department
<i>Duties</i>	Teaching the following courses:- 1)– Marketing Processes and Planning. 2)– Principles of Management. 3)– Integrated Marketing Communications. 4)– Product and Service Development. 5)- Marketing Insights and Analytics.

<i>Period</i>	From (7/2022) to (7/2023) AlBalqa Applied University
<i>Job Title</i>	Lecturer- Faculty of Amman College
<i>Duties</i>	Part-timer/Teaching the following courses:- 1) – E- Marketing/ Marketing through social networks. 2) - E- Marketing/ Principles Of Graphic Design For Business

Period	From (2/2010) to (8/2021) King Saud University (Riyadh-K.S.A)
Job Title	Lecturer- Faculty of Tourism and Archaeology
Duties	Teaching all levels:- 1) - Business Administration. 2) - Sales development. 3) - Communication skills. 4) - Principles of Marketing. 5) - Marketing of Tourism. 6) - Marketing Research. 7) - Tourism Introduction 8) - Management of Human Resources. 9) - Promotion management. And others.

Period	From (9/2002) to (1/2010) Raghadan paints company (Riyadh-K.S.A)
Job Title	Sales & Marketing Manager (9/2002 to 1/2010)
Duties	1) - Make the commercial promotions to inform the consumers about the company and its products. 2) - Going on the customers notes and inquiries and use it to improve the sales strategy. 3) - Make weekly meetings with all the sales staff in the company and receive a detailed report from them about the sales situation and their sales amount and give them the orders to improve their sale capability. 4) - Going on the big projects and the consultation establishments. 5) - Expands the retailers' network as the market grows and appoints qualified retailers in newly developed areas. 6) - Visiting retailers' shops on a regular basis with specific to be achieved. 7) - Manages all the promotion to retailers like new products launch campaign & existing promotion.

Period	From (1/2000) to (8/2002) Shkeer Establishment (Amman-Jordan).
Job Title	Sales Manager
Duties	1) - Responsible of the company salesmen and distributors. 2) - Responsible of branches going on and activate sales strategy. 3) - make marketing plans for the company. 4) - divide the salespeople into groups and define the locations that every one of them is responsible for a depending area of need. 5) -Responsible for communicating with existing and new retailers' dealers. 6) - Responsible of follows the timely deliveries and payments.

Publications:

- ❖ Shkeer, A. S., & Awang, Z. (2019). Exploring the Items for Measuring the Marketing Information System Construct: An Exploratory Factor Analysis. *International Review of Management and Marketing*, 9(6), 87-97.
- ❖ Shkeer, A. S., & Awang, Z. (2019). The Impact of Marketing Information System Components on Organizational Decision Making: A Case of Jordanian Five Star Hotels. *International Review of Management and Marketing*, 2019, 9(6), 197-204.

Others

- ❖ Arabic mother language, Fluent in English language (reading writing and speaking), Indian Language conversation only.