

Baraa M.Ibrahim

Personal Photo



Personal Information

Born: 06/27/ 1983

Address: Al-Jihad M.887, Z-59, H-29 Baghdad

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E-mail: baraamohey@gmail.com,
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Education

1989 – 1994 Elementary school

1995 – 2000 Secondary and High school

2001 – 2005 Administration and Economic degree graduate

2007–2010 Master degree in Economic

2015 – 2018 Ph.D. in Economic, stock exchange, Derivatives analysis, Marketing.

Work Experience

1998 – 2001 *Al-sbr for security limited company in Baghdad stock exchange, Baghdad Training Assistant Broker*

2005 - 2007 *A financial manager for Emegrace and Emegrancy Women Organization.NGO, manager of financial and economist plans.(Part Time)*

2005 – 2010 *Al-jazera for security limited company in Iraq stock exchange, Baghdad As Broker Seller*

2011-Now *Al-jazera for security limited company in Iraq stock exchange, Baghdad As Broker Seller, Portfolio manager, Financial council, manager training for coustmer.(part time)*

2013 *Korek telecom, As supervisor marketing.*

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2010 – 2019 *Dijlah University college, Baghdad, Lecture.*
2019 - 2020 *Iraq Council Of Representatives, Baghdad, Parliamentary Investment Committee, Economics and political council*

Language

Arabic Native language
English Fluent, in speaking and in writing
Kurdish Limited understanding>
Turkey Medium.

Technical Proficiency

Platforms Mac OS X Leopard, Windows XP/Vista/7
Applications Microsoft Office, Adobe Photoshop CS4, And Other multi programmers whatever is need in my work

Additional Information

Passing many circles in hummer recourses in human rights field.
Make project study under name (The Iraq stock exchange between theories & realities).
Many studies in different economist fields.

Temporary Work (Skills in this works)

- In Al-sbr company as (training, accounting)
- In Al-Jazera company (authorized trading, Manager portfolio, accounting analysis, trading marketing) from 2005- now.
- Accounting and analyzing in Forex (meta5) for currency from 2011-now.
- In Korek telecom as (marketing, selling, manage and analysis operations.

Additional Information

- ✓ A course on how to deal with the gender expiration in new Iraq from Iraq civil society organizations.
- ✓ A course on how to teach and teaching technic method in

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Iraq

- ✓ The course dealing in the Iraqi market stock exchange for securities of the federation in world stock exchange.
- ✓ Many economic conferences and workshops that offer ways to make ideas for solutions to the Iraqi economic problems.

Courses and training workshops

- **Type: Training Workshop Location: Ministry of Higher Education / Supervisory Authority / Iraq**
Title / Preparing the self-evaluation report according to the national standards for institutional accreditation
- **Type: Scientific Seminar Location: Fallujah University / Diyala University / Iraq**
Title / Contribution of management capabilities in adapting to crises - Corona pandemic crisis as an example
- **Type: Virtual International Conference Location: Al-Qadisiyah University / Iraq**
Title / How to deal with the Corona Corruption and its economic effects on Iraq
- **Type: Scientific workshop Location: Bridge Forum for Training and Development / Iraq**
Address / Financial Services Court
- **Type: Scientific workshop Location: Bridge Forum for Training and Development / Iraq**
Title/
- **Type: Workshop Location: Mohammed bin Rashid University / UAE**
Title / Infection Chain Break (COVID-19)
- **Type: Scientific Seminar Location: Istanbul / Turkey**
Title / General Assembly meeting of the Iraqi Forum for the Iraqi elites and competencies
- **Type: International Scientific Conference Location: Tigris University College / Baghdad / Iraq**
Title / Chomsky Linguistics - Critical Review
- **Type: Scientific Seminar Location: Tigris University College / Baghdad / Iraq**
Address / donor countries and their possible contribution to restructuring the Iraqi economy
- **Type: Scientific Conference Location: Tigris University College / Baghdad / Iraq**
Title / Quality Management in Iraqi universities

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Duties and tasks for all posts

- **Type: International Scientific Conference Location: The Higher Institute for Accounting Studies / Iraq
Title / excellence and accounting and financial innovation a mainstay of sustainable development**
- 1- **Al-Saber Brokerage Company (for the period 1998-2001)**
 - Training in contracting and achieving the activities of contracting in the sale and purchase.
 - Methods of application of the Companies Law of Iraq, amended in 1997 within different markets, especially financial ones.
 - Training as an investment agent in how to satisfy customers and methods of dealing with banking and individual and private companies.
 - Training on how to establish the budget of a private company as basic principles according to the work of the representative of commercial markets (according to the unified accounting system)
 - 2- **Al-Jazeera Brokerage Company (2005-2010) Full-time (For the period 2011-2019) Part time / financial consultant**
 - A broker agent responsible for managing accounts for the law of small investors and implementing the vision of the company.
 - Settlement of the settlement (accounting clearing) between the company and customers and the Iraqi market for securities.
 - Implementation of procurement, sales, marketing and analysis of the required data for all customers working under the umbrella of the company.
 - Providing financial and marketing data and analysis to market shareholding companies.
 - Obtain an upgrade to pass all tests of the Iraqi market for securities and portfolio management and authorize the buying and selling station.
 - Perform analysis, review and audit of accounting and financial data and give a vision of what can be achieved in directing the management of the best objectives for investors and the company.
 - Appointment as a manager of investment portfolios after obtaining a master's degree from Baghdad University / Faculty of Management and Economics.

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- Obtain the company's first authority in the trading terminal after achieving success in how to manage investments within the specified timelines while preserving the capital and financial management of customers in a way that reduces the risk ratio while achieving advanced returns according to the objectives set for the company's bases.
- Transition to a part-time financial advisory status after obtaining the certificate of the authorized director from the Iraqi Stock Exchange (this certificate authorizes the management of all joint or mixed companies).
- The activities of the science of brokerage companies include the ability to analyze and deal with data, manage collective teams and implement the vision and strategies of the company, both current and future according to market data and in line with the product on one hand and investors on the other.

3- Kork Telecommunications Company (2013)

- Qualified as a senior sales representative for the company based on the historical background of the work.
- Responsible for marketing, sales, agent team management, product quality survey, competition, field strategy achievement, market share, competition and degree of reconnaissance, defect rate.
- Responsible for areas (Kadhimiya, freedom, Aldalai, Karrada outside and inside, Jadiriya)
- Achieve the highest levels of sales during the entire work period at the Baghdad level.
- Working under the highest pressure levels according to different working times.
- Conducting joint cooperation between the sales department to carry out work in low sales areas, activating the strengths and addressing the imbalances.
- Interacting with the 36 field agents team and canceling the administrative hierarchy in order to create a horizontal and vertical working team to increase task management correctly to raise sales levels.
- Management of marketing operations in support of points of sale for agents of Cork against the competition specified by the company.
- Activating the role of the delegate through the continuous education of individuals in POS methods to promote the product of the company without other

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companies and modern plans according to the methods of compatibility of Iraqi society.

- Upgrade during the first three months of the test appointment (3 months) to the first supervisor and send to the company's center in Erbil for training according to advanced marketing methods, managing the team vision of the group, ways to apply the strategy to reality, implementation and analysis of the company's information at the highest level, Rare and the perfect place.
- Implementation of the first phase of the company's general strategy under the title (standup Firm) in the province of Diyala within the center.
- Working within a special field team and setting goals in governorate areas.
- Combining strategies, plan implementation, time and ability to qualify new selling points in a way that is competitive against competitors.
- Achieve daily visit levels of 12 to 23 points on daily basis to increase communication with individuals.