

DELTA INSURANCE COMPANY LTD.



شركة دلتا للتأمين المتأهولة المحدودة

Our ref. :

انصارنفا :

APPOINTMENT - DICL - 2/12/2010

١٠/١٢٢٠

التاريخ : ٢٠١٠/١٢/١

السادة هيئة الأوراق المالية المحترمين
عمان - الأردن

تحية طيبة وبعد ،

استناداً إلى أحكام المادة رقم (١١) من تعليمات إفصاح الشركات المصدرة، يرجى العلم أن الشركة قامت بتعيين السيد أسامة سليمان أبو جودة بمنصب مدير التسويق و المبيعات بالشركة اعتباراً من تاريخ ٢٠١٠/١٢/١، مرفق بطيه السيرة الذاتية للسيد أسامة أبو جودة.

(٩)

واقبلوا فائق الاحترام ،،،،

هيام هريش

مساعد المدير العام للشؤون المالية والإدارية



السيرة جدولين
البورصة
١٩/١٢

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المركز الرئيسي : جبل عمان - الدوار الأول - عمارة استرا

تلفون : ٤٦٢١٥٦٢ - ٤٦٤٠٠٠٨ - ٤٦٣٧٠٩٢ - فاكس ٤٦٥٤٦٣١

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OSAMA SULIMAN ABU JOUDEH

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CAREER PATH & EXPERIENCES

- Sales & marketing management
- Relationship management (corporate & individual)
- Insurance
- Bank assurance
- Banking
- Consultation
- Project management

▪ OBJECTIVES



To have a career that gives birth to my energy, development and effectiveness of my skills. And seeking a challenging position in a growing organization, which will provide me a chance to use the skills, and experience that I have required as well as providing the opportunity for growth and advancement.

▪ QUALIFICATIONS

Degree	Specialization	University
Bachelor	Business Administration	University Of Jordan
Diploma	Accounting	Balqa'a Applied University
Tawjehi	Literary Stream	Prince Hamza Schools, Zarqa

... Continued ...

Professional Experience Continued▪ **PROFESSIONAL EXPERIENCES**

Title of Post	Company	Year (From- To)
<ul style="list-style-type: none"> Senior Group Sales Executives : (corporate) (life , Medical , Credit life & bank assurance background) 	<u>American Life Insurance Co. (ALICO)</u>  <ul style="list-style-type: none"> working as sales manager for International co.(insurance co.),open new markets,, leading sales team to achieve our objectives and our target , training Field forces(130 agent and 2 sales Executives) ,sales cycle ,time management, customer services, 	1/9/2007 – Until now
<ul style="list-style-type: none"> Consultant (sales & marketing) Project Manager 	<u>The Partners CO.</u> <ul style="list-style-type: none"> Working as consultant & project manager (part time), leading the company to open new markets, training for sales department (sales skills, time management ...etc) 	30/4/2009–31/10/2010
<ul style="list-style-type: none"> Customer service & direct sales officer (corporate and individual) 	<u>Arab Bank</u>  <ul style="list-style-type: none"> working at management as customer service and direct sales officer , leading sales team (Training for new employees to achieve the target) 	23/4/2006 -1/9/2007
<ul style="list-style-type: none"> Cost Accounting 	<u>Fine Company for Health Paper Industry</u> <ul style="list-style-type: none"> main cost accountant , quality control 	13/3/2005-20/4/2006
<ul style="list-style-type: none"> sales manager 	<u>All Arab for Automobile Trade</u> <ul style="list-style-type: none"> working as sales manager , Follow-up ,sales 	2/2/2001-2/2/2005

	process and customer services cycle	
• Accountant	Al-Reem for Financial Consulting • working as accountant ,(part time)	1/2/2000-1/2/2001

▪ LANGUAGE(S)

Language	Performance
Native Language : Arabic	Excellent
Second Language : English	V. Good

▪ SKILLS

Skill	Performance
Computer Skills (Using Windows, Microsoft Office, Internet Navigation)	Excellent
Leadership & Team - Working	Excellent
Many training courses :	Customer services -information handling - (CSFT) insurance services - leading towards peak sales performance -handling customers complaints - time management - leader ship & management.-Risk Management LOMA 280 (insurance certificate)
Bank assurance	Excellent
Sales & Marketing skills	Expert
Relationship management & customer services	Expert

▪ INTEREST & HOPPIES

Reading	
Sport	
Internet searching	
Connecting people	
REFERENCES	

- Upon Request