Manaf Moh Al Mahamid

Lawyer

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Summary

Dedicated and accomplished Lawyer with a proven track record of success in the law industry. Experienced in providing comprehensive legal counsel and representation to clients across diverse industries. Adept at strategizing and negotiating complex legal matters while ensuring compliance with regulations and achieving favorable outcomes. Known for strong analytical skills, attention to detail, and effective communication with clients and stakeholders. Committed to upholding the highest ethical standards and delivering exceptional legal services to support clients' objectives. Seeking to leverage my skills in an environment that is conducive to my intellectual, professional, and personal growth, where I can contribute significantly to the growth of the team/organization with strong experience and expertise leading to success.

Experience

Lawyer – 2019 to Present

Law Team Group, Syria

- Provide expert legal advice and counsel to clients or internal stakeholders on a wide range of legal matters, including corporate, commercial, employment, intellectual property, and regulatory issues
- Analyze and interpret complex legal documents, statutes, regulations, and case law to ensure compliance and minimize risk
- Skillfully negotiate terms and conditions of contracts with counterparties to achieve favorable outcomes while maintaining strong relationships
- Draft, review, and negotiate contracts, agreements, and other legal documents to ensure the company's interests are protected and terms are favorable
- Prepare legal pleadings, motions, and briefs, and conduct legal research to support case strategy, and represent clients or the company in legal proceedings, including litigation, arbitration, and mediation
- Proactively identify potential legal risks and develop strategies to mitigate them by preparing risk assessments and contingency plans
- Perform internal audits and reviews to ensure adherence to legal standards and company policies, while reporting findings and recommending corrective actions
- Establish and maintain strong relationships with clients, ensuring their legal needs are met with high-quality service

Marketing & Sales Manager – 2018 to 2019

Global Survey Inspection Company and Sanitec Pest Control, Syria

- Created and implemented comprehensive marketing strategies to promote services, increase brand awareness, and drive customer engagement
- Conducted market research to identify new business opportunities, understand market trends, and assess the competitive landscape
- Built and maintained strong relationships with existing clients, ensuring high levels of customer satisfaction and repeated business
- Led and managed the sales team, setting clear objectives, providing guidance, and motivating team members to achieve targets
- Planned, executed, and managed marketing campaigns across multiple channels, while ensuring consistent brand messaging and positioning across all marketing activities
- Implemented search engine optimization (SEO) and search engine marketing (SEM) strategies to drive online traffic and leads
- Designed and executed sales plans to achieve revenue targets and market share growth

Sales Head of Section – 2017 to 2018

Syriatel Mobile Telecom, Syria

- Developed and executed strategic sales plans to achieve revenue targets for outdoor advertising panels, Syrian league sponsorships, and Ninar FM radio campaigns
- Monitored team performance, conducted regular performance reviews, and implemented corrective actions as needed
- Built and maintained strong relationships with key clients, advertisers, and media agencies, while negotiating contracts and agreements, ensuring terms were favorable and aligned with business objectives
- Oversaw the planning, execution, and optimization of advertising campaigns across outdoor panels, Syrian league sponsorships, and Ninar FM radio
- Ensured all sales activities complied with company policies, industry regulations, and ethical standards, while staying updated on competitive landscape, and best practices in sales and advertising
- Managed sales budgets, forecasts, and expenses to ensure profitability and cost-effectiveness

Marketing & Sales Manager – 2012 to 2016
Moontek FMCG, Syria

- Worked closely with cross-functional teams including product development, finance, and operations to align marketing and sales strategies with overall business objectives
- Collaborated with product management to launch new products, develop pricing strategies, and create marketing campaigns that highlight product features and benefits
- Prepared and presented financial forecasts, budget reports, and performance analysis to senior management to support decision-making processes
- Collaborated with internal creative teams, external agencies, and vendors to develop compelling marketing collateral and promotional materials
- Monitored campaign performance metrics, analyzed results, and adjusted strategies to maximize ROI and achieve campaign objectives

Product Manager – 2010 to 2012
American Express, UAE

Marketing & Sales Manager – 2007 to 2010
Medical Directory & Al Aqaria TV, Syria

Head Officer FGA – 2006 to 2007
National Insurance Company, Syria

International Relations Manager – 2004 to 2006
Marketing & Management Center Group, Syria

PR Manager – 2001 to 2005
SSC International Co., Serbia & Montenegro

Sales Team Leader – 1997 to 2000
Sham Net Company, Syria

Account Manager – 1996 to 1997
Sham Net Company, Syria

Education

Business Law Degree – 2003
Al Neelan University, Khartoum, Sudan

Professional Development

Trainee, Al-Jundi Legal Consultancy Company
Grid Leadership, Syriatel
Certificate in International Business Administration (MMC)
Certificate in Marketing (MMC)
Certificate in Anti Money Laundry AML Combating Financing Terrorism CFT and Other Financial Crimes
Certificate in Public Relation, (LSPR) London School of Public Relation
Certificate from the F&B Department, Hotel Amman Cham Palace, Amman, Jordan
Certificate from the HR Department, Hotel Amman Cham Palace, Amman, Jordan
Certificate from the Front Office Department, Hotel Amman Cham Palace, Amman, Jordan
Courses in MBA, Wollongong University of Dubai, UAE

Skills & Expertise

- Legal Research
- Contract Negotiation
- Litigation Management
- Corporate Law
- Intellectual Property Law
- Regulatory Compliance
- Dispute Resolution
- Legal Writing
- Risk Assessment
- Negotiation Skills
- Team Leadership
- Client Counseling

Languages

Arabic: Native | **English:** Fluent | **Serbian:** Intermediate