

Hebah Zaki Khalil Makhamreh

Email: hebahm87@live.com

LinkedIn Profile: [Hebah Makhamreh](#)

Amman, Jordan

Certificates	Skills
<ul style="list-style-type: none">● Certificate of E-tourism and Social Media (2017)● Certificate of Microsoft Excel from Orange (Jordan telecom group) (2010).● Certificate of up/cross selling 2010● Certificate in Communication Skills Course/NYIT● Certificate in English language of fast track (2009)● Certificate in Protocol from the University of Jordan (2008)● Certificate in "Negotiation Skills" from the International Group for Training● Certificate in Strategic Teaching from Jadara University● Certificate in H-Index from Jadara University● Certificate of business quality	<ul style="list-style-type: none">● Leadership & Management● Projects Management● Events Management● Reports Writing● Monitoring & Evaluation● Problem-solving● Good Communicator● Multi-task and a team player● Takes initiative● Self- and fast-learner● E-tourism and social media

Experience

Job profile:

2020- Assistant Dean for Quality Affairs at jadara university until Now
2018 Assistant professor of Business administration at jadara university

Lecturer of Business Administration

2017-present: Lecturer at Jadara University

Lecturer of E-Marketing

2016-2017: Lecturer at the Jordan Applied University College of Hospitality and Tourism Education

Oct. 2016-present **Lecture of E-Marketing and Business Administration**

Sep. 2012-2017 **Customer Loyalty department**

Job profile:

Orange (Jordan telecom group) 2010

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Out bound marketing in Orange care team

Main Responsibilities and Achievements

1. Conducted market survey and analysis.
2. Developed strategy and contracts.
3. Ensured that the finance policies and procedures are followed, and suppliers were selected through a fair competition process that enhanced value, service and innovation, and minimized the perception and likelihood of partiality, bribery and fraud.
4. Formed strategic relationships with certain customers of resources to gain a competitive and cost advantage (Single Sourcing Contracts).
5. Created/developed the best ways to cut procurement expenses, and that resulted into more investment in schools' growth and people.
6. Led an initiative to introduce, develop and implement technical solutions for procurement department, in collaboration with the IT section.
7. Improved fleet management through the implementation of GPRS, fuel, and maintenance programs

Education

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|---|--|------|
| ● Bachelor Degree in Political Science with a 3.00 GPA "very good " | University of Jordan | 2008 |
| ● Master degree in Business Administration with a 3.00 GPA "very good " | Al-Balqa Applied University | 2011 |
| ● (PHD) degree in business administration with 81.6 GPA " very good" | World Islamic Science and Education University | 2015 |

Languages

English: Advanced

Research

Effect of Cash Flows on the Market Value of Jordanian Industrial Companies Stocks (*The Journal of Social Sciences Research*, 2018)

The Effect of Reverse Logistics on Sustainable Manufacturing (*International Journal of Academic Research in Accounting, Finance and Management Sciences*, 2019)

Analysis of the relationship between corporate social responsibility (CSR) spending and market stock price among Jordanian service firms(2020)

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Psychological contract and organizational misbehavior: Exploring the moderating and mediating effects of organizational health and psychological contract breach in Iraqi oil tanks company (2019)

Employee motivation , job satisfaction , customer satisfaction , and firm performance :The moderating role of employee empowerment 2021

Electronic Payment Service adoption based on UTAUT model with Security: evidence from Jordanian banks(2021)

اثر التسويق الالكتروني على ولاء الزبائن للشركات السياحية في الاردن: الدور المعدل لشبكات التواصل الاجتماعي (مجلة الجامعة الإسلامية للدراسات الاقتصادية والإدارية، ٢٠١٩)