

# Curriculum Vitae



## *Personal Information*

Name: Saeed (M.Z) A. Tarabieh  
Birth Date: 27<sup>th</sup> January 1981  
Nationality: Jordanian  
E-mail: tarabieh@mutah.edu.jo

## *Education and Qualifications*

- |           |  |
|-----------|--|
| 2011-2015 | <b>Doctor of Philosophy in Business Management (PhD)</b><br><b>Specialization: Marketing</b><br>Universiti Tenaga Nasional (UNITEN), Malaysia                      |
| 2005-2007 | <b>Master of Business Administration (MBA)</b><br><b>Specialization: Marketing</b><br>The Arab Academy for Banking and Finance Sciences<br>Score: 84.2 – Excellent |
| 1999-2003 | <b>Bachelor of Science in Banking and Finance</b><br>An-Najah National University. Nablus, Palestine<br>Score: 82.8 - Very Good                                    |
| 2007      | <b>Credit Officer Development Program</b><br>Jordan Kuwait Bank (duration: 4 months)<br>Qualified as best participant  |
| 2006      | <b>Bancassurance</b><br>Insurance Commission and Jordan Kuwait Bank  |
| 2005      | <b>Advanced Diploma in Insurance</b><br>Bahrain Institute of Banking and Finance (BI BF)   |
| 2003      | <b>Diploma in Insurance</b>  |

Bahrain Institute of Banking and Finance (BIBF)

1999

**Tawjeehi**

Zaid Bin Al-Hatab High School

Average (84.2%)

### ***Publications***

Tarabieh, S. M. Z., Ahmad, Z. A. & Siron, R. (2015). The Synergistic Impact of Customer Orientation and Supplementary Services on Competitive Advantage and Organizational Performance (Pilot Survey). *International Review of Management and Business Research*. 4(2) 523-537. June 2015. [www.irnbrjournal.com](http://www.irnbrjournal.com) . ISI Impact Factor 0.470 (2013), ISI Impact Factor 0.761 (2014). **ISI Impact Factor 0.761**

Tarabieh, S. M. Z. & Ahmad, Z. A. (2015). The Impact of Customer Orientation and Supplementary Services in Gaining Competitive Advantage and Organizational Performance in the Jordanian Banking Industry. *International Review of Social Sciences* 3(2) 47-59. February 2015 [www.irss.academyirnbr.com](http://www.irss.academyirnbr.com) ISSN: 2309-0081 (E-Version). ISI Impact Factor 0.326 (2013), ISI Impact Factor 0.573 (2014). **ISI Impact Factor 0.573**

Al-alak, B., Saeed, M.Z. and Tarabieh, A. (2011). Gaining Competitive Advantage and Organizational Performance through Customer Orientation, Innovation differentiation and Market differentiation, *International journal of Economics and Management Sciences*, vol. 1, no. 5, pp. 80-91. **14 Citations**

Tarabieh, S. M. Z & Alalak, B. A. (2012). Customer Orientation, Supplementary Services, Differentiation Advantage, and Organizational Performance in The Banking Industry. AFBE Conference, UNITEN Kajang 2012. *AFBE Journal*, 6(1), December 2012, pp 509-522, ISSN 1905-8055. **International Conference**

### ***Professional Experience***

1<sup>st</sup> oct 2008 -14<sup>th</sup> Apr, 2010

**Assistant Manager**

Jordan Kuwait Bank – Bayader Al-Sir Branch

1<sup>st</sup>Mar2008 -1<sup>st</sup> Oct 2008

**Supervisor**

Jordan Kuwait Bank – Bayader Al-Sir Branch

*1<sup>st</sup> Aug, 2005 - 1<sup>st</sup> Mar 2008*

**Credit Officer**

Jordan Kuwait Bank – Bayader Al-Sir Branch

*1<sup>st</sup> May, 2003 - 15<sup>th</sup> Sep, 2004*

**Accountant**

Jordan Emirates Insurance Company

***Training Courses***

*2005-2010*

**29 Courses in a Wide Variety of Banking Services Fields. (Enclosed Table of Details)**

Jordan Kuwait Bank

*2009*

**Management Reach & Approach**

Alliance Human Performance Development

*2008*

**The Bancassurance in Practice**

Insurance Commission in Jordan

*2006*

**The Art of Customer Service & Cross Selling Development Workshop**

Alliance Human Performance Development

*2005*

**Business Writing Skills**

Finance Study Institute

*2004*

**Introductory to Insurance**

Oasis Insurance Co. L.T.D.

*2004*

**International Accounting Method**

Arab Countries Center (ACC-SR)

*2004*

**Miscellaneous Accident Insurance**

BIBF & Insurance Commission in Jordan

*2004*

**Transportation Insurance**

BIBF & Insurance Commission in Jordan

*2004*

**Motor Insurance**

BIBF & Insurance Commission in Jordan

*2004*

**Fire & Loss of Profits Insurance**

BIBF & Insurance Commission in Jordan

*2004*

**Introduction to Insurance & Insurance Documentation**

BIBF & Insurance Commission in Jordan

*2004*

**Engineering Insurance Car/Ear**

BIBF & Insurance Commission in Jordan

- 2004                    **Reinsurance**  
BIBF & Insurance Commission in Jordan
- 2004                    **Insurance Surveys**  
BIBF & Insurance Commission in Jordan
- 2004                    **Claims Workshop**  
BIBF & Insurance Commission in Jordan
- 2004                    **Liability & Legal Aspects**  
BIBF & Insurance Commission in Jordan

***Languages***

Fluent Arabic  
Very Good English

***Computer Skills***

Very good skills in Microsoft (Excel, Word.....)  
Very good skills in Windows Operating System



I'll be happy to supply referees & other information upon request.