



Khaled Al-Saeed Ahmed Qamar

Assistant Professor

Personal Data

Nationality | Egyptian

Date of Birth | 25/04/1970

Department | Marketing

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Office Phone No. | 32278

Language Proficiency

Language	Read	Write	Speak
Arabic	✓	✓	✓
English	✓	✓	
Others			

Academic Qualifications (Beginning with the most recent)

Date	Academic Degree	Place of Issue	Address
2013	PH.D. of Business Administration	Faculty of Commerce, Menoufiya University	Egypt
2003	Master of Business Administration	Sadat Academy for Management Sciences	Egypt
2000	Diploma in Business Administration	Sadat Academy for Management Sciences	Egypt
1998	Bachelor of Commerce	Faculty of Commerce, Tanta University	Egypt

PhD, Master or Fellowship Research Title: (Academic Honors or Distinctions)

PhD	The Role Of E-Marketing In The Development Of competitiveness - Application to commercial banks in Egypt
Master	fiscal system to harmonize the system of electronic commerce - An Empirical Study
Fellowship	



Administrative Positions Held: (Beginning with the most recent)

Administrative Position	Office	Date
Assistant Professor	College of Applied Studies and Community Service- University of Dammam	2013 UPTO NOW
Business consultant	Egyptian Financial and Industrial company	May 2012 until September 2013.
Lecturer of Business Administration	Community College in Riyadh - King Saud University	January 2008 until Sep. 2010.
Head of the importation of raw materials	in the Egyptian Financial and Industrial company	January 2004 to January 2008

Scientific Achievements

Published Refereed Scientific Researches

(In Chronological Order Beginning with the Most Recent)

#	Name of Investigator(s)	Research Title	Publisher and Date of Publication
1	Khaled Alsaeed Qamar	Decision-making under the functional work stress	Under Publishing

Completed Research Projects

#	Name of Investigator(s) (Supported by)	Research Title	Report Date
1	Khaled Alsaeed Qamar	Decision-making under the functional work stress	Under Publishing

Current Researches

#	Research Title	Name of Investigator(s)
1	Khaled Alsaeed Qamar	Enable workers as input for the development of the performance of faculty members

Teaching Activities

Undergraduate

#	Course/Rotation Title	No./Code	Extent of Contribution (no. of lectures/Tutorials. Or labs, Clinics)
1	E-Marketing	MRKT230	
2	Marketing communications	MRKT230	
3	consumer Behavior	MRKT 120	
4	Retail facilities management	MRKT310	
5	Principles of Marketing	MRKT110	
6	Graduation Project Marketing	MRKT320	



7	Selected Topics in Marketing	MRKT499	
8	Managerial skills	MGMT386	
9	Principles of administration		
10	Administrative writing skills	FIN-105	
11	Sales and sales management	MKRT-140	
12	Practical Training	MRKT 390	

Brief Description of Undergraduate Courses Taught: (Course Title – Code: Description)

1	E-Marketing MRKT230 This course seeks to clarify the growing impact of information technology on the strategies and practices of marketing in today's time as a student acquires through this decision a basic understanding of the ways to use the Internet and Information systems in marketing activities through lectures, discussions and research projects included in the decision, so you must be a student familiar with CNC Internet tools) such as Internet browsers, e-mail, and search mechanisms).
2	consumer Behavior MRKT 120 This course covers the definition and importance of consumer behavior. The decision also addresses the scientific principles to the study and analysis of target markets and strategies to deal with them. Rapporteur submits a detailed view of the stages of the purchase, which passes by the consumer and the various models and theories related to his behavior, as scheduled definition includes various aspects of consumer behavior and environmental factors and psychological trends affecting it and its importance in the marketing policy-making within the enterprise.
3	Marketing communications MRKT230 This course focuses on contemporary approaches to marketing communications and how they can be integrated with effective marketing strategy. These include advertising, personal selling, sales promotional techniques, publicity, internet marketing, direct marketing and beyond. It will provide a knowledge base that will allow students to research and evaluate a company's marketing and promotional situation and use this information in developing effective communication programs and strategies. In addition, this course prepares students to professional life through attending workshops presented by professional in the marketing field and having multiple field visits to Saudi and foreign companies to explore the way effective communication are designed.

Personal Key Competencies and Skills: (Computer, Information technology, technical, etc.)

1	proficiency in the use of computer programs in particular ((Excel - PowerPoint – Word).
2	Proficiency in the use of educational technology (Smart Board- Data Show- Blackboard).

Last Update

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