



Zayd Ghobar

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PERSONAL DETAILS

Nationality: Lebanese
Birth Date: 30/1/1987
Marital status: Married

HIGHLIGHTS

Team building	Client relationships
Relationship building	Market penetration

EMPLOYMENT

Bus. Development Manager - Acting GM - Dubai & Abu Dhabi Offices **Intouch middle east FZ LLC**

April 2012 – Present

As UAE General Manager, I am in charge of expansion and rollout across 2 Countries (UAE, KSA) managing relationships with large key accounts across the region, and Developing partnerships and business development opportunities to drive sales and grow business. I am directly in charge of founding & running operations in UAE office including hiring and training the teams of: ground sales, digital consultants, operations, finance, and customer relationship.

Awarded First position in Digital Media forum (Dubai) for a new product E-launch.

My main roles are revolving around the major activities of a general manager that is always willing to achieve company's expansion plan and revenues, through:

- Overseeing daily business activities
- Improving overall internal operations
- Managing PnL and budgets
- Developing strategic plans
- Communicating business goals

In addition to adding value to the presented solutions/pitches starting from:

- Creating a vision for digital marketing/solution based on objectives & KPIs
- Developing the online marketing strategy and leading a team of marketers/developers/designers in implementing that strategy/execution of solutions.

within the below list of services:

- Strategic web executions from domain name registration, hosting, design , to development.
- E-commerce solutions
- Digital Marketing & Online Campaigns (SEO & SMO & E-Advertising)
- Media Booking
- Mobile Applications & Augmented Reality
- Live streaming solutions & VODs
- Start-ups mentorship
- Marketing Intelligence software
- Custom Tailored CRM

Sales & Operations

NetDesignPlus Online Solutions

2011 – 2012

- Closing Deals & achieving Sales Goals
- Customer Service & Up selling
- Product Knowledge & Presenting New Solutions

Front Office

Coral Beach Hotel

Summer 2011

- The Primary Role was dealing with customers and tailoring to their needs and expectations.

Other duties include:

- Handling Rooms Reservations
- Dealing with Customer Complaints.

C++ Programmer

Data Flow

Summer 2009

- C++ training sessions with a full understanding of ERP solutions (designing & implementation) .

Front Office Supervisor

Al Safat Hotel

Summer 2006

- Al Safat Hotel – Bhamdoun Lebanon
The Primary Role was dealing with customers and tailoring to their needs and expectations.

Independent Coursework

Starting a new E-commerce platform for retail exchange.

Advising startups on how to develop their digital assets and move into profitable projects

EDUCATION

MIS(management information system)

American University of Science & Technology (AUST)

06/2011

Beirut, Lebanon

General Sciences

Aley Cultural Secondary School

09/2005

Aley, Lebanon

SKILLS & EXPERTISE

Excellent Communication Skills
Leadership skills
Fluent bi-linguist (English/Arabic)
Time Management
Team Work
Self-Empowerment skills
Sharing knowledge

REFERENCES

All references and transcripts will be provided upon request.
