

Name: JOE CHAMY

Father's Name: Charbel

Date of Birth: 6 January 1992

Hometown: Jdeidet Ghazir-Lebanon

Current Address: Bsalim, Main Road, Bejjany Building, First Floor- Lebanon

Mobile: +961 3 972153

Home: +961 4 806857

E-Mail: joechamy@hotmail.com

Education: B.A. in Economics

Notre Dame University- Louaize Zouk Mosbeh
Graduated in 2013

2009 Graduated from Champville School Dick el Mehdi

Experiences:

August 2016- Present Territory Sales Manager at Axelerom International

- Keeping the same tasks as my previous job but with bigger responsibilities and bigger targets
- Axelerom has offices in KSA and Africa (mainly Nigeria) and the company is trying to expand the lanes to and from these two countries which made me learn new regulations for Africa's customs and developed my knowledge of KSA's regulations

March 2015- July 2016 District Sales Executive at Expeditors International

- Scouting the market for new leads
- Developing my communication skills to be able to reach and relate to the widest possible audience
- Dealing with door to door shipments meant that I had to learn the regulations of many countries (mainly Arab countries) to be able to have smooth customs clearance transactions in Ocean and Air freight shipments and to be able to better advise the customers of how to go with their shipments

- Having 331 Locations in 108 countries meant that I had to communicate with many people from different cultures. So I found myself having to translate from Arabic to English/French or from English/French to Arabic in writing and talking to better get my idea or issue across
- Staying up to date with all the new regulations in the MENA region through regular seminars and personal research to always be able to advise and answer customers in an accurate and credible way
- Learning key merchandise produced and demanded in the Arab countries to always be ahead in choosing my potential customers

September 2014-March 2015 Sales, Riding Coach and Events planning at AnB Motorcycles

- Increasing sales
- Finding smart and catchy ways to sell bikes
- Planning and coming up with new ideas for events
- Teaching someone to ride a motorcycle really teaches patience and self-control
- Developing my communication skills since motorcycles have a very wide and diverse customer base and I have to be able to communicate and relate to all of them

January 15th 2014- May 9th 2014 Teller at Bank Libano-Francaise

- Face to face interactions with customers from all backgrounds and cultures
- Learning how to face all sorts of situations and solving them in a friendly and efficient manner
- Learning time management and working under stressful conditions

July 2013-December 2013 Statistics Department at CMA-CGM shipping company

- Closely working with trade managers on new possible lanes based on each country's main imported and exported cargo taking into consideration their regulations (taxes, sanctions, trade regulations...)
- Constantly studying the market to find new ways to have competitive advantages over the competition
- Presenting the findings and results in a clear and simple way (power point or excel charts) for the sales people
- Preparing comprehensive excel sheets for the sales people to gather data from the market since they are the most aware of what's practically happening on the ground. Then, analyzing this data to find out where and why we are losing or gaining business.

June 2012-October 2012: Internship at the Sales department of Sports For All

- Making orders
- Managing the stock
- Peachtree Accounting system
- Improving sales

September 2011-Regulatory Impact Analysis Course with Booz|Allen|Hamilton

- Input / Output analysis: analyzing the effect of any input and forecasting its output in terms of consequences on CPI, GDP...
- CGE modeling
- Learning how to forecast the effects of decisions made today on the country's future economic situation through CGE modeling programs (Dynamic and static)
- Learning to choose the variables to have the most accurate forecast on the consequences of the new regulation

February 2011-June 2012 Working In the Accounting Department of Bitar Company

- Auditing
- Helping Managing The Department

June 2009- July 2013 Taekwondo coach at AGBU Demirjian Center-Antelias

July 2010- Internship at the Procurement and Purchasing department at Qualco

- Working On Entering Database
- Learning About Deal Making
- Learning Some Dealing Techniques
- Learning How To Make Purchasing Decisions

Personal Information: Languages: Arabic (fluent language/writing)
French (fluent language/writing)
English (fluent language/writing)

Computer Literacy: Microsoft Word
Microsoft Excel
Power Point
Microsoft Outlook

Competencies:

- Excellent communication skills
- Working very well under pressure
- Excellent time management
- Great knowledge in transportation (marine and air)
- Can easily translate from Arabic to English or vice versa and from Arabic to French or vice versa in writing and talking
- Hard worker and always open to learning

Hobbies:

- Taekwondo
- Motorcycle Riding
- Gym
- Camping