

# CARLA EL HABER

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Dynamic and enthusiastic sales consultant, with solid background in technical solutions & sales strategies. Building a rich career in sales while pursuing new markets, diagnosing and presenting the best suitable solutions with a unique attitude of professionalism. All this achieved with high commitment and respect of the team work.

## OBJECTIVE

Seeking suitably senior career openings in business development with a respectable organization where my knowledge and experience gained in the career process can become a unique contribution to the achievement of its corporate objectives.

## EXPERIENCE

**FEBRUARY 2017 – DECEMBER 2018**

**PROJECT MANAGER – LIGHTING PROJECTS & ELECTRICAL EQUIPMENT DIVISION,** CESAR DEBBAS ET FILS

- Prospecting new projects.
- Building and maintaining relationship with consultants, contractors, developers, architects and end-users.
- Market Analysis.
- Preparing commercial offers.
- Negotiating with the suppliers.
- Working on Sales Force, customer relationship software.

**AUGUST 2015 – JANUARY 2017**

**SENIOR SALES CONSULTANT – EATON COMPONENTS,** MPS (AN ITG COMPANY) – BEIRUT, LEBANON

- Reviewing with the team all ongoing projects.
- Stock Management.
- Closing projects with the team.
- LWFC Phase 1 Project Manager.

**OCTOBER 2010 – JULY 2015**

**KEY ACCOUNTS MANAGER – PANEL BOARD AND LIGHTING EXPORT DIVISION,** DEBBAS INDUSTRIES

- Preparing commercial offers to clients.
- Maintaining customer database & customer relations.
- Study & research over new prospective projects under forecast.
- Managing and following up on Sales with various bureaus In the Region.
- Creating and conducting sales proposals/presentations.
- Overseeing design, submittals and shop drawings for projects.
- Interfacing with consultants for obtaining approvals and preparing quotations.

- Evaluating offers from suppliers (Schneider Electric, Eaton, ABB, Siemens).
- Adhering to all contract requirements, company policies and procedures to ensure the requirements are implemented.
- Providing timely, accurate, competitive pricing while striving to maintain maximum profit margin.

#### **JULY 2009 – AUGUST 2010**

##### **BIOMEDICAL MAINTENANCE DEP. MANAGER, DR. S. SERHEL HOSPITAL - LEBANON**

- Planning & organization.
- Quality improvement.
- Contracts and projects evaluation.
- Preventive and corrective maintenance.
- Training for users.
- Acquisition of medical equipment spares parts and accessories.

#### **JUNE 2008 – AUGUST 2008**

##### **INTERNSHIP – MAINTENANCE & ELECTRICAL DEPARTMENT, INDEVCO - LEBANON**

- Maintenance of electrical & mechanical components used in industrial production machines.

#### **APRIL 2009 – JUNE 2009**

##### **INTERNSHIP – ELECTRICAL DEPARTMENT, PHOENIX MACHINERY – BYBLOS, LEBANON**

- Schematics and bill of material, PCB designs using protel 99 SE.

## **EDUCATION**

**2009**

**MASTERS IN INDUSTRIAL ELECTRONICS, LEBANESE UNIVERSITY – FACULTY OF SCIENCES**

**2008**

**BACHELOR IN PHYSICS/ELECTRONICS, LEBANESE UNIVERSITY – FACULTY OF SCIENCES**

**2004**

**BACCALAUREATE IN EXPERIMENTAL SCIENCES, JDEIDEH HIGH SCHOOL**

## **SKILLS**

- |                          |                              |
|--------------------------|------------------------------|
| • Strategic planning     | • Team leadership            |
| • Sales & marketing      | • Market intelligence study  |
| • Key account management | • Building new relationships |

## TRAINING

**STRETCH DIMENSION SELLING, TRACE**

**REAL PEOPLE MANAGEMENT, TRACE**

**LIGHTING PROJECT MANAGEMENT & LIGHTING APPLICATION, DEBBAS ACADEMY**

**INTERVIEWING SKILLS & TECHNIQUES, DEBBAS GROUP BEIRUT**

**LIGHTING BASICS, DEBBAS GROUP (DR. MAJDI HAJJAR) BEIRUT**

**TRAINING IN PRISMA P&G, SCHNEIDER ELECTRIC BEIRUT**

**TRAINING IN SCHNEIDER ELECTRIC PRODUCT OFFER, SCHNEIDER ELECTRIC BEIRUT**

**TRAINING IN RAPSODY, SCHNEIDER ELECTRIC BEIRUT**

**INTRODUCTORY TO ALL PRODUCT LINES, EATON - BEIRUT**

**ELECOM - ELECOMNET, HAGER (MR. DONATH DOMINIQUE) BEIRUT**

**LOW VOLTAGE POWER DISTRIBUTION & ELECTRICAL INSTALLATION TECHNOLOGY, SIEMENS**

**CIRCUIT BREAKERS AND ACBS FROM TEASAKI, ALBONIAN**

## LANGUAGES

Arabic, English & French.