



Youssef I. Dani

EXPERIENCE

Mar 2017 – Present	Risk And Business Development Manager - Lebanon	Beirut, Lebanon
	<ul style="list-style-type: none">• A company that deals with Medical Supplies and Supplements• Studied the market to find suitable products.• Contacted foreign suppliers to get brands for Lebanese Market• Negotiated and closed deals with local clients• Managed operations and sales team• Gave training workshops to employees in sales management and value added selling	
Oct 2015 – Dec 2016	RONESCA Business Development Manager - Lebanon	Beirut, Lebanon
	<ul style="list-style-type: none">• A company that deals with Infant Milk products (RONALAC)• Market visits and study to find new opportunities to increase sales• Contact supermarkets to open new markets and enter the product• Contact pharmacies to get visuals and better shelf facings• Double visit with Med Reps and Sales Reps to do an evaluation to their performance and improve covered areas• Training of employees in sales techniques and sales approach• SWOT analysis to see our ranking and how to improve	
Jun 2012 – Jul 2015	TEHACO Strategic Accounts Manager	Dora, Lebanon
	<ul style="list-style-type: none">• Manage the strategic accounts for Siemens Home Appliances• Managed to get a dealer in each area to work on our products• Opened 8 new accounts• Put a sales plan for the year and achieved sales targets• Took responsibility to increase sales and find new opportunities• Prepare and execute marketing plans.• Worked on the orders from the home company and the order of new items	
Feb 2006 – May 2012	FAWAZ Holding Strategic Accounts Manager	Beirut, Lebanon
	<ul style="list-style-type: none">• Manage the strategic accounts for small home appliances (Moulinex, Krups, Rowenta, and Universal);• Maintain relationships with dealers and generate new points of sale• Manage strategic key accounts.• Responsible for sales, after sales service and collection• Worked with clients in all areas and opened new market with supermarkets• Had around a 15% increase in sales every year	

Jun 2004 – Dec 2005	Engineering Design and Manufacturing (EDM) Sales Supervisor	Beirut, Lebanon
	<ul style="list-style-type: none"> Market computer accessories and home entertainment systems (DVDs, LCDs, Home Theatre, etc...) Maintain relationships with existing clients in a defined zone and generate new leads Negotiate large deals with large clients (e.g. BHV, Virgin Megastore, RadioShack, Hekayem, Khoury Homes, TeleTrade Computer Systems, etc...) Negotiate deals with intermediate resellers in remote sales zones 	

WORKSHOPS

May 2018	International Academy for Building Capacity "IABC" Logistics and Supply Chain Management	Beirut, Lebanon
Oct 2015	RONESCA Ronesca Medical & Product Knowledge Training	Amman, Jordan
Jun 2015	Collaboration, Management & Control Solutions "CMCS" Project Management Professional Certification Preparation Course	Beirut, Lebanon
Apr 2007	American Education Institute Customer Relationship Management	Beirut, Lebanon
Apr 2007	American Education Institute Customer Management Assessment Tools	Beirut, Lebanon
Apr 2007	American Education Institute Managing Strategic Accounts	Beirut, Lebanon
May 2007	American Education Institute Sales Management	Beirut, Lebanon
May 2007	American Education Institute Budgeting for Marketing	Beirut, Lebanon
May 2007	American Education Institute Branded Customer Service	Beirut, Lebanon
May 2007	American Education Institute Consultative Selling	Beirut, Lebanon
May 2007	American Education Institute Team Building Training	Beirut, Lebanon
Jun 2007	American Education Institute Negotiation Skills and Techniques	Beirut, Lebanon
Jun 2007	American Education Institute Retail Strategy	Beirut, Lebanon
Jun 2007	American Education Institute Preparing a Marketing Plan	Beirut, Lebanon
Jun 2007	American Education Institute Understanding Types of People	Beirut, Lebanon
Jul 2007	American Education Institute Persuasion Skills	Beirut, Lebanon
Jul 2007	American Education Institute Preparing Sales Presentations	Beirut, Lebanon
Jul 2007	American Education Institute Value-Added Selling	Beirut, Lebanon

EDUCATION

Mar 2015	American University International Education Master of Marketing	Online Degree
Jul 2005	American University International Education Bachelor of Marketing	Online Degree
May 2008	London Chamber of Commerce & Industry Level 3 Diploma in Marketing Level 3 Certificate in Customer Service Level 3 Certificate in Marketing Level 3 Certificate in Selling & Sales Management	Beirut, Lebanon
Jul 2002	Ras Beirut International School Lebanese Baccalaureate / Life Science	Beirut, Lebanon

PERSONNAL

Date of Birth: 10/09/1983

Nationality: Lebanese

Marital Status: Single

Mobile: 00961 76 955388

E-Mail: y-dani@hotmail.com

Languages: Fluent in Arabic and English, Conversant in French

CAREER HIGHLIGHTS

- Achieved a strong knowledge in Account Management.
- Experience in the Business Relationship Role and responsibility.
- Experienced trainer in providing adequate knowledge produced processes, procedures, policies and led several teams.
- Strong knowledge of negotiation process - successfully negotiated and concluded a number of contracts with vendors.
- Established strong contact with local companies

KEY SKILLS

Sales – Direct and Indoor.

Sales – Home Appliances and Electrical Equipment.

Sales – Computer Accessories and Home Entertainment Systems.

Computer Skills – MS Office.

Good written and verbal communication skills.

REFERENCES

- Ahmad Lawand
Managing Partner at Bellapharma, 00961 3234901
- Hassan Baalbaki
Purchase Manager at UCCM, 00961 3 832742
- Moian Zebian
Owner of Electronic store, 00961 3 893689
- Samer Bilani
Store Manager at Tahan, 0091 3 815454
- Tony Nasser
Head of Maintenance in Moulinex, 00961 3 320520