



Steve Ibrahim Sarah

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QUICK PROFILE

American University of Beirut	Prime Invests	New Age Beverages Ltd	Al Binaa Construction Ltd	Start Up Mobile App
2010	2009 - 2011	2012 - 2016	2017 - 2018	2018 - Present
Bachelor's Degree in Economics	Supply Chain Officer	Supply Chain & Logistics Manager / Sales Coordinator	Business Development Manager	Business Development Consultant

WORK EXPERIENCE

OCT. 2018 - PRESENT
Beirut, Lebanon

Start Up - Mobile App (Undisclosed) *Business Development Consultant*

- Helping develop the idea from inception into its final form
- Working closely with founders to enhance user experience and better cater to targeted client base
- Preparing strategy for launch, and expectations to be met before the app goes live
- Researching and hiring mobile app developers & designers to create the platform, and implement our strategy and idea into a working software
- Getting in contact with hosting companies and setting a working relationship with the most suitable candidate
- Approaching and meeting with sponsors

FEB. 2017- SEP. 2018
Ibadan, Nigeria

Al Binaa Construction Ltd *Business Development Manager*

- Assisting General Manager in managing daily company administrative operations.
- Evaluating key productivity indicators and implementing process improvement initiatives
- Constant interaction with clients, especially in early phases of a project. Involved in initial negotiations of a project, as well as giving clients regular progress updates and budget reports
- Researching and contacting potential clients to establish rapport and set up meetings for hopeful future business relations
- Understanding the competitor market, their strengths, weaknesses, services, prices provided, marketing power, etc. And creating/implementing business improvement strategies
- Provide regular updates to upper management about ongoing efforts, ideas, and strategies; and what is, or is not showing promise

JAN. 2012 - DEC. 2016
Ibadan, Nigeria

New Age Beverages Ltd *Supply Chain & Logistics Manager / Sales Coordinator*

- Purchasing and managing influx of Raw Materials to the factory while minimizing gaps in cash-flow and warehousing stock (imports and local)
- Securing new, more reliable sources for raw materials
- **Overlooking Import/export process:** planning, clearing, documentation
- Drafting and executing yearly and quarterly purchase plans
- **Sales Coordination:** customer assistance, tracking delivery trucks, receiving and processing orders from sales team outside Ibadan, following up on customer complaints and order delivery

JUN. 2009 - DEC. 2011
Beirut, Lebanon

Prime Invests *Supply Chain Officer*

- Following up and executing Manager's plans- Securing new, more reliable sources for Raw Materials
- Preparing weekly reports
- Learning and getting accustomed with the Export process
- Coordination with the supply chain department

EDUCATION

- CFA Level I Exam - CFA Institute
- Bachelor's Degree in Economics - American University of Beirut
- **Languages:** Fluent in English, French, and Arabic
- Rank 11 Teacher in Muay Thai (Kru Muay Thai Association)
- Professional Muay Thai Competitor in Thailand (4 - L)