# Zakaria A. Warwar

"Proactive, results-oriented and professional executive with proven experience in marketing startegies, sales processes, purchasing, new products decelopment, and development of new business opportunities. Accomplished in determining most optimal operational practices "





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**n** in/zakaria-warwar



Tripoli, Rahbet Street



😒 13 March,1994 /Lebanese

#### CORPORATE EXPERIENCE

#### SUPPLY CHAIN MANAGER

🔼 COCADAS PATISSERY, CHOCOLATIER, FLEURISTE, MR.DONUTS FACTORY, FIT & FIGHT

03/2018 - Present

Tripoli, Lebanon

- Planning and imlementing the overall supply chain startegy
- Reducing 80k USD debt to less than 30k within 4 months
- Maintaining good relationships with more than 30 vendors
- Suggesting solutions for organization improvments
- Cost control to improve company overall supply chain strategy

#### ADMINISTRATIVE ACCOUNTANT

MEDICAL INTERPHARMA 03/2017 - 03/2018

Beirut, Lebanon

- Daily journal entry and stock auditing
- Providing monthly financial reports
- Credit Control by reducing customers debts from 200k to 100k within 6 months
- Product developing and expanding by buying new medical brands and franchises
- Improving company sales numbers
- Improving company warehouse and inventory processes

#### MARKETING & SALES COORDINATOR

**TRIPNOLOGIES** 

1/2016 - 3/2017

Tripoli, Lebanon

- Managing customers digital marketing platforms and social media
- Building relations with current and potential customers

# **EDUCATION**

Master 1 in Marketing and Consumer Behavior Lebanese University fseg - Achrafieh 2018 - 2019

Bachelor in Marketing and Business Administration City University - Tripoli 2013 - 2017

### **RELATED COURSES**

Marketing Strategy | Branding |
Consumer Behavior | Marketing Research |

E-Commerce | Sales Techniques | Supply

Chain and Procurement | Operations

Management | Quality Management |

Managerial Accounting | Investment

# **LANGUAGES**

Arabic

English
French

# **COMPUTER SKILLS**

- Microsoft Office
- Salesforce
- Google Analytics
- Wordpress

### **SKILLS & COMPETENCES**

Sales & Marketing Supply Chain

**Operations & Quality Management** 

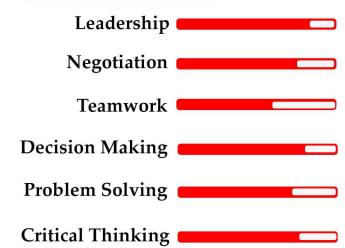
Digital Marketing SEO

Research & Strategy | Procurement

**Accounting & Finance** 

PR

### **ATTRIBUTES**



Time Management

Creativity \_\_\_\_\_

# **ORGANIZATIONS**

Member at The National Community for Fighting Drugs 2014 - 2016

Leader at Anwar Scouts 2007 - 2014

# **INTERESTS**

Reading | Cinema | Football |

Tennis Video Games

# **REFERENCES**

Available upon request