

# Zakaria A. Warwar



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

 [zackwarwar@hotmail.com](mailto:zackwarwar@hotmail.com)  +961 71 947520 / +961 6 384454

 [in/zakaria-warwar](https://www.linkedin.com/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 implementing the overall supply chain strategy
- Reducing 80k USD debt to less than 30k within 4 months
- Maintaining good relationships with more than 30 vendors
- Suggesting solutions for organization improvements
- 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

## SKILLS & COMPETENCES

Sales & Marketing

Supply Chain

Operations & Quality Management

Digital Marketing

SEO

Research & Strategy

Procurement

Accounting & Finance

PR

## ATTRIBUTES

Leadership 

Negotiation 

Teamwork 

Decision Making 

Problem Solving 

Critical Thinking 

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

## 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