

Anthony Choueiri

Current location : Lebanon

Mobile: +961.3.129997

Anthony.ch284@gmail.com

Executive summary

Result oriented professional with overall 13 years of diversified experience across banking, insurance, consultancy and Human Resources industries. All four revolving around customer satisfaction and building rapport with key clients and expanding the business portfolio through various methodologies and techniques. Currently, looking for a reputed organization to implement and use the set of skills and experience gained, and achieve self-satisfaction and professional growth to attain highest roles and drive change in the community I shall be serving in.

Educational Review

- BBA in Finance (2008) – University of the Holy Spirit (USEK) – Kaslik, Lebanon
- NLP Certified (2015) – National Federation of Neuro-Linguistic Programming – Florida

Professional Review

2019 – To date: **Sales Manager with Metlife Lebanon**

Provider of life insurance, annuities, employee benefits and asset management. The Company's segments include U.S.; Asia; Latin America; Europe, the Middle East and Africa (EMEA); MetLife Holdings, and Corporate & Other.

Responsibilities:

- Reaching monthly production targets
- Recruiting and training sales agents
- Assisting team members in closing deals and meeting monthly targets

2017 – 2019: **Senior Research Executive with Rasd Executive Search**

Pioneer in high quality executive search in the Middle East. They provide their expert services across various industry sectors mainly in KSA and UAE. Rasd's mission is to search for, identify, qualify, develop, motivate, and introduce talented executives and professionals to address leadership roles in quality business institutions.

Achievements & Responsibilities:

- Led the execution of multiple projects covering various industry sectors such as: Defense, FMCG, Hospitality, Healthcare, Construction, etc.
- Successfully closed projects, placing C-suite professionals in key roles with well reputed companies
- Managed multiple projects simultaneously under challenging timelines
- Built rapport with top notch executives across the region (Middle East; GCC, etc.)

2013 – 2017: Business Development Manager with Sushi Ko (Romania)

A well-known brand, now established as the fastest growing Japanese restaurant chain; operating 10 units in Lebanon and 4 units in Romania (3 in Bucharest & 1 in Constanta)

Achievements & Responsibilities:

- Developed Growth Strategy focused on sound financial performance and customer satisfaction
- Initiated market intelligence and market research projects; resulting in Acquisition of new markets across Romania
- Established and nurtured long-term relationships with existing and new suppliers
- Grew the business two folds over a period of 30 months by up-sale technique and cost reduction
- Instrumental in hiring and training front line employees to exceed customers' expectations
- Designed and developed digital marketing initiatives

2011 – 2017: Insurance Consultant with Allianz SNA (2013 – 2017)

A leader in the insurance industry in Lebanon. They offer a wide range of insurance solutions covering individuals and corporate needs; with a turnover of US\$ 150 million; 150 employees and 250 agents.

Achievements & Responsibilities:

- Established and grew a well-diversified portfolio of customers (B2B & B2C)
- Successfully grew two folds the size of my portfolio in one year
- Established close liaison with all departments facilitating the workflow
- Played major role in representing the company with clients on claims occurrence
- Instrumental in hiring and training talents at agency level

Life & Health Underwriter with Allianz SNA (2011 – 2013)

Achievements & Responsibilities:

- Successfully handled US\$ 2 million corporate accounts
- Assisted Sales agents and consultants in closing deals under tight deadlines
- Grew portfolio of "Allianz Worldwide Care" (AWC) (*Int'l health insurance plan for Allianz*)
- Managed a solid liaison with the underwriting team for AWC based in Dublin

2008 – 2011: Head Teller with Credit Libanais Bank S.A.L

One of the major players in the banking industry since 1961.

Achievements & Responsibilities:

- Assumed full responsibility on branch's total cash
- Ensured cash never exceeded the limit of insurance policy in case of hold-up
- Overlooked a team of 4 tellers
- Worked closely with Assistant branch manager ensuring customers satisfaction is always met

Skills Review

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|------------------------|----------------------|
| ▪ Communication | ▪ Negotiation |
| ▪ Liaison | ▪ Analyzing |
| ▪ Motivation | ▪ Planning |
| ▪ Coaching | ▪ Staffing |

Language Skills:

Arabic: Native language

English: Fluent in speech; Expert in writing & reading

French: Fluent in speech; Expert in writing & reading

References Available upon request