



**Mohammad Jamil Wais**

**Email Address:** mohamadjamilwais@gmail.com

**Phone Number:** +971529663372

---

**Personal Information**

**Birth Date:** Jan 1<sup>st</sup> 1986

**Gender:** Male

**Nationality:** Lebanese

**Marital Status:** Married

---

**Objectives**

To obtain a significant and challenging position within the corporate where I can utilize the most of my potential to accomplish the company targets as well as forge my skills.

**Strength:**

Ace thinker, team player, quick learner, energetic, ambitious, very good negotiator, diplomat and a bit of tricky.

---

**Professional Experience**



**A. Senior Media Executive @Adline Media Network**

**(Mar 2017 – Present)**

**Job Description -**

- Handling clients account like - MEC Group (UAE ,Qatar, Kuwait) - Starcom (UAE, KSA)  
HAVAS – MPG - Mindshare (UAE & Bahrain) - Universal Media Group – UM7 (UAE, Bahrain & KSA) .
- Take charge of day-to-day media planning and trafficking .Manage media buys, analyze campaigns and recommend tactical changes to maximize campaign performance.

- Manage day-to-day plan changes and maintenance of media plans. Experience in managing large scale, complex display campaigns;
- Media Booking in either radio, publishing, TV, Cinema, Outdoors and online, across Middle East and North Africa region.
- Oversees the operational and management of a media company in either radio, publishing, TV.
- Strategy and negotiation on Media Campaign. Recognize opportunities where the company can grow and flourish, whether through mergers, acquisitions and other strategic alliances.
- Acute understanding of their target audiences and how to cater to them.



**A. April 2014 – November 2016: Sales Executive**

**JUBAILI AGROTEC LTD - NIGERIA**

**Company Industry:** Wholesale & distribution & distributing agrochemicals and fertilizers

**Job Role:**

1. Achieve volume target.
2. Ensure effective distribution
3. Credit collection and update of statements of accounts
4. Market visit and accompaniment with Salesmen.
5. Administration
6. Provide good explanation and knowledge for customers as well as for my sales team about our products (new and old items)
7. System follow up (stock, sales, cash...) on daily basis

**B. January 2013 – March 2014: Marketing Rep**

**Alkamal group - Lebanon**

**Company Industry:** agricultural equipment, and Prefabricated Housing

**Job Role:** Sales & Marketing

**Responsibilities & Key Roles:**

1. Providing customers with a wide range of product knowledge, packages and providing specific information about usage for every single product.
2. Interacting with customers to get information about our products in order to renew and improve products, in order to be more competitive.
3. Secures a proper implementation of the customers' contracts.
4. Actively builds and maintains networks with opinion leaders.

**C. April 2011– December 2012 : sales executive**

**AGRICO** - Lebanon

**Company Industry:** agricultural (seeds, fertilizers, insecticides and pesticides)

**Job Role:** Sales

Responsibilities and Key Roles:

1. Achieve volume target.
2. Ensure effective distribution
3. Credit collection and invoices
4. Market visit and accompaniment with Salesmen.
5. Administration

**D. March 2009 - February 2011: Key Account Executive**

**AGRISET** - Lebanon

**Company Industry:** agrochemicals

**Job Role:** Sales and marketing

Responsibilities and Key Roles:

1. Serving of every customer in the right order at the right time.
  2. Customer approach.
  3. Developed customer relationship.
  4. Personal appearance.
  5. Standard of merchandising.
  6. Standard of stock control.
  7. Solving Customer complaints.
- 

**Education**

**September 2006 – February 2009: Lebanese International University, Bekaa, Lebanon**

Bachelor's degree in Marketing

Major GPA 2.1 with B for the senior project on sales and marketing field.

---

**Skills**

- Microsoft Office Expert
  - Information systems, moderate knowledge
  - PC software & hardware, very good knowledge
- 

**Languages**

- Arabic, native.
- English, excellent.
- Nigerian (Hausa & Uruba), mid-level.