

Mohamad Ali Beyrish

Who Am I...

Self-motivated and thriving to achieve better results and climb the ladder of success one step at a time. Worked in insurance sales with over 5years of experience in the industry.

I believe that challenges and risks are not a threat, they are the fun in life once you have the “go –getter” mentality and the will to overcome anything that is thrown in your way.

EXPERIENCE:

- **Baydoun Bros**

Insurance Broker (2015-2017)

Baydoun Bros is the one of the leading brokers focusing mostly on automobile insurance with a rich portfolio of policies from various companies (mainly liberty, confidence, and trust compass).

- **Fidelity**

Fidelity insurance and re-insurance company life insurance department (2018-2019).

Fidelity is the one of the leading Lebanese insurance companies providing insurance, services, as well as social responsibility.

Duties:

- **Baydoun Bros:**
 - ❖ Offering Policy consultation for clients
 - ❖ Closing and signing policies
 - ❖ Outdoor sales and cross-selling
 - ❖ Printing and Reviewing for errors and mistakes

- **Fidelity Company:**
 - ❖ Prospecting for potential clients
 - ❖ Visiting clients and offer them customized solutions
 - ❖ Managing portfolio renewals and establishing relationships with customers
 - ❖ Implementing a sales force strategy and culture

Expertise:

- Operations Management:
 - Operation 4v 's management
 - Creating competitiveness
- Development management:

- Market and position study, identifying S.W.O.T and new opportunities
- Targeting a new market segments and preparing penetrations by studying product presence.
- Sales Management:
 - Setting sales targets and achieving goals.
 - Building sales plans, selecting sales territories.

EDUCATION:

- Business management (undergrad)
Arab Open University (2016-Present)
- Life Science (Terminal)
Jamil Rawwas High School

Soft Skills:

- Microsoft Office:
Word, Excel, and PowerPoint, Arabic (Native), English (Good)

Personal Info:

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