

Rani Osman

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Objective

Qualified, proactive person with more than 13 years experience in sales and social work. Have consistently achieved the company sales target KPIs over the years. Currently seeking a challenging and growth-oriented position in a professionally managed organization; a place where I can apply my skills and gain experience for organizational and self-development.

Experience

Account Manager

Ghaddar Machinery Co. SAL
Jnah, Beirut, Lebanon
September-2006 - Present

Ghaddar Machinery Co. operates in the field of electrical generating sets, water pump sets, diesel engine driven power solutions, solar systems and all ranges of weather and sound proof canopies to meet the demands of the local, regional and global markets.

I'm responsible for promoting power solutions, actively working on new local and regional markets by implementing strong strategic marketing and sales plans, submitting offers to local and regional clients by studying and pricing tenders and projects BOQs, following up with the clients after sale and meeting our clients growth and development and representing the company in local and international exhibitions in order to open new markets and reach potential clients.

Sales Representative and Office Coordinator

Khonaysser Motors
Nahr El Mot, Maten, Lebanon
February-2006 - August-2006

Khonaysser Group is a Lebanese company established in 1960 for servicing diesel engines and trucks.

I was responsible for promoting power solutions with deep study of price tenders, developing a solid business relationship with new and existing customers, supporting on reviewing and monitoring business activity.

Supervisor

Liban- Jus Hadath, Lebanon
June-2005 - December-2005

Liban- Jus is a leader company in juice and ice cream manufacturing and distribution in Lebanon with brands such as Maccaw, UNO, Top Juice and more. I was responsible for promoting consumables (juice and ice cream), analyzing local market and competition, looking for growth based on personalized offers to local customers, and monitoring drivers road plan.

Administrative Social Worker/ Volunteer

Al-Tadamon AL-Shaabi Organization
Saida, Lebanon
August-2000 - Present

2014 2017: Coordinator of the vaccination campaigns at Al-Tadamon AL-Shaabi organization, Saida. (In primary and secondary schools in Saida region)
2014 till present: Member of the administrative committee at Al-Tadamon AL-Shaabi organization, Saida. Creating plans and awareness campaigns
2006: In charge of a rescue and refugee center with the support of Al-Tadamon AL-Shaabi organization during the 2006 Israeli attack, Saida.
2000 - 2008: Manager and coordinator of the children program at Al-Tadamon AL-Shaabi organization, Saida. (In the summer season)

Cultural Program Administrator/ Volunteer

Al-Adab Wal Thaqafa Association

Saida, Lebanon

April-1998 - Present

2018 till present: Elected member of the administrative committee at Al-Adab Wal Thaqafa association, Saida. 2014: Organizer and coordinator of the local Marathon in Saida by Al-Adab Wal Thaqafa association, Saida. Coordinating with different NGOs and local organizations in Saida region, and following up on the Marathon logistics.

2000 till present: Coordinator of different social and cultural activities at Al-Adab Wal Thaqafa association, Saida.

Organizing different activities (local exhibitions, film screenings, lectures and discussions, learning sessions and book clubs) related to cultural and social issues that concern the local community in Saida region.

2000- 2016: Coordinator of the youth camp at Al-Adab Wal Thaqafa association, Saida. Organizing capacity trainings and workshops for the youth, coordinating visits to different social and cultural places in Lebanon.

2007: Trainer at the Literacy Campaign by Al-Adab Wal Thaqafa association, Saida.

Education

License 'Maitrisee' in Business and Sales Marketing

Lebanese University – Faculty of Business and Economic Sciences

Beirut, Lebanon

2004

Bac 2, Math

Makassed High School – Saida Saida, Lebanon

2000

Skills

- Conflict resolution and leadership skills
- Communication skills, Evaluation and report writing skills
- Ability to work with local communities
- Introduction to Exporting Shipping for Sales by Ghaddar Machinery
- Shooting a Sitting Duck Seminar by Wydner Coaches
- Key Account & Customer Engagement – KAM Training
- Customer Care & Internal Problems by Wydner Coaches
- The Big Kahuna Sales (Coaching for Supervisors) by Wydner Coaches
- Sales & Marketing Study for an Organic Agricultural Ranch, University Promotion Project
- Training at Byblos Bank, Saida on 'Kafalat' Loans, Aug– Dec 2012
- Training at 'Banque Du Liban', Beirut across all departments, Aug 2001

Languages

Native Arabic

Advanced

English

Advanced

French

Intermediate