

# KHALED NABIL MARZOUK

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## Profile:

Career Objective: As business development/project manager with the marketing skills to an environment where they will make a significant impact on the bottom line. The ideal atmosphere would be entrepreneurial and one in which new ideas are welcome and decision making is required and as a manager duties is to plan how to let the job done, direct and coordinate to the corporate supportive services of the organization.

Personal Statement: An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true professional who is driven to hunt for new business, and is mentally resilient enough to be able to push past rejection to achieve results. Responsible for organizing and leading a team and developing and delivering the company's Sales and Marketing strategy within a specific region. In charge of ensuring that existing and new customer relationships are strengthened to continue to grow, and that revenue and profit targets are achieved.

Chronology:

- \* Vending Department Manager - in Rawabi Fayfa Co. from 2014 to 2018 (KSA).
- \* Vice president – in Rawabi Fayfa Co. from 2007 to 2014 (KSA).
- \* Provides communication systems by identifying needs of my team.
- \*Capable of handling multiple tasks simultaneously and self-prioritize.
- \* Responsible on the processing of the occupation recruitment for the department & unit according to the work requirements.
- \* Coordinates work flow and policy implementation with the unit administrative staff.

- \*Perform an initial review of the invitation to tender or ongoing projects documents to establish the scope of works.
- \* Participate in all tender stage meetings.
- \* Maintain accurate records and files of all the tenders correspond on quotations or proposals.

#### Duties & Responsibilities:

- \* Ensure territory coverage to touch all opportunities on a scheduled basis; Independently develop processes to obtain leads through possible sourcing opportunities, and work closely to leverage prospects/clients.
- \*Identify prospects where services can done.
- \*Contact potential clients to assess their individual needs and demonstrate how one's products can meet or justify these needs from the need of what the client is in like more.
- \* Present solutions from beginning to end including working with alliance partners to demonstrate the quality & durability of one's products in the project.
- \* Develop and submit comprehensive proposals based on individually or corporate needs of potential clients.
- \* To achieve objectives, analyzing reports and customer surveys; prepare budgets for project; and determine sales prices and contract terms.
- \* To highlight goods and services for special focus, and meet with other departments, dealers and distributors to find ways to increase profits and minimize costs
- \* Maintain accurate up-to-date all the work.
- \* Other duties as assigned by the management.
- \* To keep abreast of changes in the market that impacts their target audience.

- \* To understand dips and rises in demand for clients' products, lifetime and wear of machinery, and changes in the stock market that may hinder sales.
- \* To be aware of the prices strategies of competitors, both for their business and their clients' businesses.
- \* To be vigilant, accurately the needs of customers are targeted and new market opportunities identified.
- \* Bearing in mind.
- \* Be a master of relationships with clients, vendors and employees.
- \* Engulf A good relationship can lead to new leads in team work, increased purchasing and referrals.
- \* Offer a great deal of time and energy into creating and nurturing their relationships, and make a point to offer value and opportunity wherever possible.
- \* For ongoing projects or large orders, be responsible for negotiating the terms of the prices and drawing up a contract. This ensures that both parties understand what is and is not included in the order and protects against the liabilities

#### Key Skills:

- \* Able to manage complex of team that can give the best project that can be finished in the time and with what client sees this needs.
- \* Strong marketing orientation with the ability to develop strategies to edge out the competition.
- \* Constantly looking at way to improve performance, achieve set targets and build the company's brand.
- \* Proficient in Microsoft Office Applications, Internet and good with maps.

Education:

\*BT3 Degree – High Technical School of Saida (3 years).

Personal Information:

- \* Date of birth: 28/10/1980
- \* Nationality: Lebanese
- \* Marital status: Married
- \* Languages: Arabic, English
- \* Driving License: Valid

Personal strength:

- \* Willing to shoulder responsibilities and take leadership
- \* Ability to communicate well and convince people
- \* Ability to work under stressful and pressure situations.
- \* Passion to learn new things
- \* Committed to the task
- \* Adaptable to change