

Samer Al Ansari

Atef Al Ansari residence, Jezzine Highway, Sidon – (+961) 3709269 – sameransari14@gmail.com

EDUCATION

National Evangelical Institute for Girls & Boys
Accounting & Informatics

Sidon, Lebanon
June 2009

Relevant coursework: Accounting, Finance, Business Law, Informatics, probability & Statistics, Small Bus. Start Up Lab

Al Maktaba Al Assrya
Stock Management & Inventory Control

Sidon, Lebanon
May 2015

Relevant Coursework: Stock Count, Data Entry, Barcode Management, Pricing & Cost Control

Notre Dame University

Beirut, Lebanon
Jan 2016

Bachelor of I.T Networking, Hardware & Software

Relevant Coursework: Research & analysis, Cybersecurity, Programming, Project Management

Printkom
Equipment Management

Beirut, Lebanon
Mar 2016

Relevant Coursework: Technical Knowledge & Support, Equipment Diagnosis, Maintenance & Follow up

Drupa Exhibition

Dusseldorf, Germany

Negotiation & Purchasing

Jun 2016

Relevant Coursework: Negotiation, Contract & Payment Terms, Market Analysis

EXPEIENCE

Al Assrya

Account Manager

Sidon, Lebanon
2016 - Present

- Manage customer orders & inquiries in an efficient manner.
- Make sure all orders are fulfilled within the assigned timeline & specifications.
- Perform account and area P&L, financial planning and forecasting.
- Analyze sales reports, market trends and dynamics to exploit opportunities within the market.
- Collaborate with colleagues from different functions within the organization & act as a one team to ensure efficient roll out process leading to target results.
- Act as a direct customer interface and trade relationship management.
- Follow up on the sales activities and sales performance within Lebanon.
- Develop performance goals & objectives to achieve customer promise expectations & ensure accuracy & quality.
- Complete operational requirements by scheduling & assigning employees; following up on work results.
- Determine customers needs & desires by specifying the research needed to obtain the market information.

Printkom

Sales Representative

Beirut, Lebanon
2014

- Working as part of the sales team to develop both new and existing markets.
- Liaising with customers & the dealer network to answer and resolve their queries.
- Identifying and then researching potential leads and opportunities. Research and analyze competitive and industry trends (e.g. analyze sales statistics, prepare reports, study literature regarding new and existing services, and monitor sales, prices and services of competitors)
- Develop customer value propositions for all appropriate business opportunities.
- Utilize persuasive selling strategies in producing fact-based customer value propositions.
- Attending sales appointments at client's premises

- Making appointments to meet new and existing clients.
- Attending trade shows and exhibitions when required.

Skills

- **Software Tools & Applications:** Bird accounting system, Pims accounting System, MS office
- **Hard & Soft Skills:** Advanced communication, planning & management, forecasting, category management, brand management, research & analysis, problem solving, negotiation & account management, financial & numerical
- **Languages:** English, Arabic