

Contact

+961 71 350 460 (Mobile)
ziad.mogharbel@gmail.com

www.linkedin.com/in/
ziadmogharbel (LinkedIn)

Top Skills

Business Analysis
Strategic Planning
Analysis

Languages

French (Professional Working)
Arabic (Native or Bilingual)
English (Native or Bilingual)

Ziad Mogharbel

Senior Account Manager at Makhsoom
Lebanon

Summary

Determination & Efficiency.

Experience

Makhsoom
Senior Account Manager
October 2014 - Present
Lebanon

Makhsoom.com is the leading e-commerce website in Lebanon for online deals & products. The business has two main segments: finding the right merchants to post their deals online, and at the same time, ensuring maximum value & variety for clients who visit the website to purchase the deal. Makhsoom.com offers marketing exposure (with more than 150,000 subscribers) and has been successful due to its pay-as-you-go approach as opposed to agencies.

Job Description:

- 1-Targeting potential businesses via calls, face to face meetings, and various communications methods for website listings
- 2-Setting sales strategy & plan to achieve targets
- 3-Follow ups with merchants in order to finalize listings
- 4-Advising merchants on best practices in order to maximize value & ensure high sales
- 5-Communicating with the digital marketing team for online exposure for deals posted (Google Ads, Facebook Ads, PPC, Website)
- 6-Daily sales calls
- 7-Forecasting seasonal sales & planning accordingly (Ex: Christmas, Valentine, Summer Activities etc..)
- 8-Maintaining good relationships with clients to ensure repeat business
- 9-One-off deal segments such as travel (Ex: Kurban Travel)
- 10-Liaison with accounting to deliver timely payments for clients

Light & Build S.A.L

Tendering Officer

January 2011 - January 2013 (2 years 1 month)

Monot Street, Ashrafieh, Beirut, Lebanon

Tasks Included:

1-Consulting for home automation

2-Revising lighting project specifications with clients

3-Meeting with clients to finalize

4-Issuing & delivering quotations for clients

5-Liaison/follow up as needed to ensure client satisfaction

Education

American University of Science and Technology

Bachelor of Science (BS), Finance · (2009 - 2014)

Kaplan University

Junior Investment Analyst, Finance · (2014 - 2014)

Sagesse High School Ain Saadeh

High school diploma · (2006 - 2008)