

# Youssef El Zein

## Professional Experience

*September 2021 – Present*

### **Sales Account Manager – EDM S.A.L – Beirut, Lebanon**

- \_ Create constantly updated account plans
- \_ Research new clients and input data into CRM
- \_ Prepare sales proposals and close deals
- \_ Follow through scope of work and after sales service

*March 2020 – August 2021*

### **Senior Account Manager – Printcut S.A.L – Beirut, Lebanon**

- \_ Contact prospect clients to maintain and close full sales cycle.
- \_ Look up and submit proposals for RFPs with international organizations.
- \_ Negotiate sales proposals and present use cases for materials and projects.
- \_ Coordination with production and installation teams upon schedules for timely delivery

*July 2018 – July 2019*

### **Sales Executive – Apliman Technologies (Off-shore) – Beirut, Lebanon**

- \_ Acquire, retain, and upsell new and existing accounts
- \_ Revenue optimization for key accounts in specified region
- \_ Meeting with Telecom executives in MENA region to achieve sales targets
- \_ Follow up with Project managers and implementation engineers to prepare project timelines and delivery status

*December 2015 – December 2017*

### **Training Specialist – Huawei Mobile Lebanon – Beirut, Lebanon**

- \_ Training Huawei Distributors Outdoor Sales teams for new products
- \_ Organizing launching events and media round tables
- \_ Weekly visits for Huawei Retail shops in Lebanon market
- \_ Continuous training for Huawei marketing team and service centers

*April 2013 – December 2015*

### **Merchandiser- Retail Development, Samsung Levant -- Beirut, Lebanon**

- \_ Market research and survey
- \_ Collecting feedback, comments, and recommendations on Samsung products and after sales services
- \_ Training and roll out for new products
- \_ Managing effective display in retail outlets

## Education

*September 2014 – June 2018*

### **La Sagesse University – Beirut, Lebanon**

MBA with emphasis on International Business Law

*October 2007 - June 2011*

### **Lebanese American University — Beirut, Lebanon**

B.S. in Business Administration with emphasis on International Business (June 2011).  
Cumulative GPA of 3.2 (Honor list).

*September 1996 – June 2007*

### **Saint Mary's Orthodox College — Beirut, Lebanon**

Lebanese Baccalaureate with Academic Distinction (Economics & Sociology)

## Personal Info.

**Nationality :** Lebanese

**Date of Birth :** 14/02/1989

**Marital Status :** Single

**Email :** elzeinyoussef@gmail.com

**Phone** +961 1 835581

**Mobile**+961 76 985353

**Address** Lebanon, Beirut- Cheyah

### **Technical Skills**

- Proficient in Microsoft Windows and Apple Macintosh
- Advanced in Microsoft Office (Word, Excel, Power Point, Outlook).
- CRM Dynamics 365

### **Languages**

- Arabic (Fluent)
- English (Fluent)
- French (Very Good).