

# SAMER MERHBI

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## PERSONAL INFORMATION

Birthdate	27/11/1972
Gender	Male
Marital Status	Married
Nationality	Lebanon

## AREAS OF EXPERTISE

- Business Startup
- Process Development & Improvement
- Mergers & Acquisitions
- Strategic Planning
- Project Management
- Supply Chain Management
- Client Retention
- Technical Aptitude
- Presenter/Speaker
- Marketing
- Trade Show/Event planning
- Market Research

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## CAREER SUMMARY

- B2B and B2C Development specialist with over 20 years of progressive experience across multiple industries.
- Proven record leading high performance teams to make strategic business objectives happen.
- Deep understanding of customer needs & expectations, well versed in intercultural communication with leadership abilities to recruit, build teams and retain top-performing sales teams.
- Currently leading new ventures & projects focusing on business startups, continuity & forming partnerships.

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## PROFESSIONAL EXPERIENCE

Senior Business Development Manager  
EMDADAT (Jeddah - KSA)

Apr 2017 - Sep 2019

- Develop partnerships & alliances with international technology & service leaders
- Expand existing business, creating new opportunities, markets and business segments
- Manage P&L and budget responsibilities
- Understand existing client relationships for cross business opportunities

Business Development Manager  
MAZCORP (Abu Dhabi - UAE)

Jan 2015 - Mar 2017

- Accounted for the delivery of client UAE business setup and startup projects
- Performed win-loss analysis and comprehensive benchmarking studies to restructure strategies and expansion
- Amplified corporate & commercial exposure through participating in seminars and conferences

Business Development Consultant / Advisor  
Mitsubishi Hitachi Power Systems - MHI (Abu Dhabi - UAE)

Mar 2008 - Nov 2015

- Led MH UAE setup and startup (Licensing, prequalification, recruitment and workshop setup)
- Developed and maintained relations with key accounts, investors and power sector players
- Guided the registration & pre-qualification team to assure access to tenders and projects with key accounts
- Ensured legal compliance, local laws, regulatory issues and in-house policies are met

Business Development Manager  
EUROLINK Management Consultancy (Abu Dhabi - UAE)

Dec 2011 - Dec 2014

- Managed client projects of UAE setup and startup including budgets, expenses and expansion
- Participated in business conferences accessing companies intending to expand their business to the GCC
- Delivered market investigation and analysis to help project and strategic planning decision for clients

Business Development Manager  
WILDCAT Oilfield Services (Abu Dhabi - UAE)

Jun 2007 - Dec 2011

- Handled key accounts (ADCO, ZADCO, ADMA, etc.)
- Participated in the implementation of the SFA (Sales force automation)
- Overlooked WILDCAT agents' sales throughout the GCC (Gulf Community Countries)
- Led project execution for PETROLINK (Rig Drilling data Acquisition), NOV ADS (Automated Drilling Systems), POWERSTAR (Power saving technology), NESP (National Electric Submersible Pumps), WILDCAT NDT (Non-destructive testing), SIA (Solar Injection Australia)

Operations Manager  
Emirates Falcon TTS (Abu Dhabi - UAE)  
Defense contractor & supplier to the UAE Military & Airforce

Sep 2005 - Jun 2007

- Participated in tender preparation for mega projects (UAE Airforce, Military and SOC)
- Resourced international suppliers for specific project needs and solutions
- Led projects for IN-SNEC ZODIAC, Oberland arms, BMP3 tanks, ITR Telemetry, sniper detection systems
- Participated in contract negotiation and overlooked registrations and pre-qualifications

Operations Manager (Logistics)  
PROSERV Express S.A.E (Cairo - Egypt)  
Vodafone telecom sole distributor & logistics partner

Nov 1999 - Sep 2005

- Managed activities of invoice distribution, money collection and prepaid sales
- Managed debt collection of Vodafone unpaid bills (Corporate and Consumer)
- Led three departments providing sales, logistic services and support with over 220 employees
- Monitored and revised financial reports overlooking salaries and operations expenditure

Operations Manager  
FedEx (Beirut - Lebanon)

Feb 1999 - Sept 1999

- Managed courier and customer service departments
- Implemented FedEx training for new recruits (Customer service, Operations, Air-Operations, etc.)
- Assured legal and regulatory compliance resulting in smooth handling for outbound and inbound material
- Overlooked custom clearance and dispatch of inbound and outbound shipments

Air-Operations Supervisor  
DHL International (Beirut - Lebanon)

Dec 1995 - Feb 1999

- Supervised Air operations relating to bagging, routing, shipping and alerting destinations
- Handled dangerous goods approvals, security, handling and dispatch process
- Supported regulatory compliance throughout air operations & customs clearance

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## EDUCATION

Bachelor of Science in Business Administration/Management	Eastern Blueridge University - Virginia
Bachelor of Science in Computer Science (Incomplete)	Lebanese American University - Beirut

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## CERTIFICATIONS

Flexible Project Training Program	TVTC - KSA / VETASSESS - Australia
PMP	Cambridge Institute - UAE
Oilfield safety	ETSDC - UAE
HR Development	ICE - Egypt
Logistics Management	ICE - Egypt
Best practices	FedEx - Lebanon
Station one Management training	FedEx - Dubai
DHL in house training	DHL - Lebanon

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## LANGUAGES

Arabic	Native
English	Fluent