

# Charbel Zakhia

- Sahel Alma, Jounieh, Lebanon • (961) 71-085427
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## Personal statement

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A hard-working, enthusiastic and target oriented sales manager, driven to develop and maintain profitable client base. Experienced in recruiting and developing sales executives team, using acquired and innated leadership skills to get best results. Skilled in planning, problem solving and meeting deadlines.

## Experience

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### **Jan. 2015 – Present, Sales Manager,** Trust For Elevators - ThyssenKrupp representative, Lebanon and Iraq

- Recruiting and training sales executives.
- Managing the sales department.
- Coordinating between sales and installation departments and reporting to the general manager.
- Creating awareness about ThyssenKrupp brand by meeting with international and local architects, contractors, consultants and developers.
- Ensuring sales operation is according to KPIs and company standards.
- Managed to restructure the sales department and to develop the sales team to reach better sales results and secure landmark projects.
- Represent the company in Libnor committee meetings.
- Recently handling Iraq market, and working on developing the company's business mainly in Baghdad.

### **Jan. 2014 – Dec. 2014, Senior Account Executive,** Mitsulift and Equipment SAL, Lebanon

- Acted as deputy sales manager.
- Mentored two new account executives.
- Responded to all clients inquiries and distributed the tasks between the account executives.
- Coordinated between the sales department, the corporate and the sales manager.
- Handled big accounts and vip clients.
- Achieved high satisfaction rate from clients feedback.

### **Jul. 2010 – Dec. 2013, Account Executive,** Mitsulift and Equipment SAL, Lebanon

- Managed clients accounts (sales, follow up, outstanding money collection, technical assistance).
- Reached and exceeded sales and outstanding money collection targets.
- Secured new client accounts by doing proper follow up and giving effective assistance.

## Education

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Notre Dame University (NDU), Zouk Mosbeh, Lebanon

- Master in Business Administration (MBA) – Concentration General MBA. Fall 2011 – Summer 2015

University of St. Joseph (USJ), Mansourieh El Metn, Lebanon

- Master of Science in Industrial Technology, Fall 2007 – Summer 2009
  - Key modules: ISO 9001, industrial operations management, multivariate analysis, process engineering.

University of St. Joseph (USJ), Mansourieh El Metn, Lebanon

- Bachelor degree in Chemistry, Fall 2005 – Summer 2007

## Computer Skills and Languages

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- Microsoft Office, Salesforce, Eviews, with basic knowledge of ERP, SPSS, Autocad.
- Fluent in Arabic, French and English.

## OTHER

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- Enjoy Swimming, Skiing and playing Basket Ball.