



CONTACT



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Beirut, Lebanon



EDUCATION



LEBANESE INTERNATIONAL UNIVERSITY

Undergraduate Interior Design (2012-2015)



NOTRE DAME DES PERPETUELS SECOURS

Official Lebanese BacII
(2011-2012)

SARA JAMMAL

SENIOR SALES ACCOUNT MANAGER

OBJECTIVE

A results driven, committed and articulate sales account manager with excellent communication skills and a high level of customer commitment.

Multi-skilled with the ability to plan & manage territory whilst maintaining and developing existing and new customers through ethical sales methods and consistent high customer service.

Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding sales environment.

Now looking forward to making a significant contribution in an ambitious and exciting company that offers a genuine opportunity for progression and to gain more exposure to sales and marketing to further enhance my skills.

EXPERIENCE

SENIOR SALES ACCOUNT MANAGER

(June 2018-Present)-HJH for General Contracting

Responsible for offering new and existing clients a full portfolio of Fire and Low Security solutions. Proven track record of exceeding sales and revenue targets, getting immediate results while building repeatable processes, and selling innovative technologies to medium and large organizations.

1. Work with Business Development on regional demand generation activities while managing Customer & Partner visits, workshops and presentations.
2. Provide timely and effective sales presentations to prospective customers.
3. Develops an effective job schedule for each installation to include cost control; and coordination of subcontracting, Engineering, Sales and the customer.
4. Develop financial justifications, prepare proposals/booking packets, make presentations, and perform necessary follow-up for successful closing of the sale.
5. Initiate, run and follow up on Business Development activities to grow the Low Current Security business in the Lebanese region.
6. Proactively work with Sales teams to discover, initiate and progress Security projects and closely follow up on status.
7. Selling a full product portfolio including access controls, intrusion alarms, CCTV systems and Fire alarms to the domestic, commercial and industrial sector.

NATIONAL ACCOUNT SALES MANAGER

(August 2018-March 2020)-Al Fares Cargo service& Clearance

Responsible for end to end management of clients' international shipping including rate auditing, carrier mediations and troubleshooting.

1. Ensure that the employees comply with the rules and regulations of the home country as well as the exporting country.
2. Monitor the arrangements that the employees make for forwarding the freight at the desired time in a cost-effective way.
3. Keeping good relationships with the government agencies, clients and vendors... Arrange meetings with the clients regularly for keeping the good relationships thus to renew contracts with them.
4. Keep following up with Sales Team in order to ensure the best sales strategy.
5. Recommended shipping solutions to minimize cost or environmental impacts.
6. Selected shipment routes, based on nature of goods shipped, transit times, or security needs. Reserved necessary space on ships, aircraft, trains, or trucks.
7. Scheduled International and Domestic Shipments
8. Provided Export clearance for shipments based on country requirements

ACCOUNT MANAGER

(February 2018-August 2018)- El Barid Group

Responsible for managing a portfolio of key accounts, and for delivering client-focused solutions based on customer needs. Also in charge of maintaining a strong sales pipeline through effective relationship building, account management and lead generation.

1. Achieved sales quota as established by the management by negotiating buying and selling rates according to company's policy.
2. Identified customer's needs in terms of destinations, rates, financial arrangements and market trends.
3. Analyzed the regular sales & usage reports, as documented in the Activity Program.
4. Learn about company products and services, existing contracts terms, accounts history, financial aspects, market trends, emergent opportunities, key competitor offering.
5. Achieved customer satisfaction through high level of account management and supporting customer requirements.
6. Continuously contact existing customers to evaluate partner satisfaction.
7. Build business partnership by managing the relationship at all levels, based on trust and common objectives.
8. Train group of customers on program capabilities, performance, rebates, discounts and extended services.
9. Create periodical sales, revenue and financial reports and supporting documentation.
10. Stay informed of new technologies and companies competitive positioning.
11. Downloading EMS application where individuals and corporations used it to organize their data on their own PC.
12. Generate Mobile Hyperlink pages to give the client the best Mobile Marketing Solutions for interactive SMS flyers via description, images, videos, submission forms, reservations, orders, maps...

SALES AND MARKETING EXECUTIVE

(February 2015-April 2018-Estephan Publishers

Proven ability to exceed sales objectives through targeted prospecting and follow-up. Excellent communicator focused on providing excellent service to outside clients as well as fellow employees.

1. Matched customers with products based on their needs and desires.
2. Trained other sales representatives to meet their quotas.
3. Outsold other sales representatives by up to 67-85 percent.
4. Placed cold calls to potential customers and advised them of the company's services.
5. Closed 1 to 3 sales per day using advanced sales tactics.
6. Helped write the telemarketing script for 15 telemarketers
7. Identify potential clients through targeted prospecting, cold calling and networking.
8. Recommend new product ideas to marketing team based on client needs, most recently adding products for integrated telephony solutions.
9. Develop and maintain client relationships by personally contacting each client monthly.
10. Data collector and Responsible for developing own portfolio of customers.
11. Attending sales appointments at client's premises.
12. Attending trade shows and exhibitions when required.

RETAIL INDOOR SALES

(February 2012-December 2015)-La Senza

Sell retail products to walk-in customers inside of company store.

1. Resolve customer issues and answer questions about products and services.
2. Deliver outstanding customer service and provide consumers with an overall positive store experience.
3. Develop a client book and repeat customers by establishing relationships with recurring shoppers.
4. Lead efforts to drive sales revenues, meeting or exceeding sales quotas.
5. Effectively communicate brand image to customers by explaining company philosophy and style.
6. Process store transactions and assist cashiers with boxing, packaging and wrapping.
7. Assist marketing staff with store setup, merchandising, sales displays and general marketing materials.

CERTIFICATES



Udemy
E-Learning

1. Training: Practical Sales Techniques

(February 2020)

Credential ID: UC-fb8e627a-e785-4184-8a7d-2819961c917b

Credential URL: ude.my/UC-fb8e627a-e785-4184-8a7d-2819961c917b

2. Successful Negotiation: Master Your Negotiating Skills

(February 2020)

Credential ID: UC-6173da97-7f10-4afe-9ec8-7499e6f4c4be

Credential URL: use.my/UC-6173da97-7f10-4afe-9ec8-7499e6f4c4be

3. Business Development and B2B Sales

(March 2020)

Credential ID: UC-6ca2b66c-ef75-439f-9512-f1825ad2016f

Credential URL: ude.my/UC-6ca2b66c-ef75-439f-9512-f1825ad2016f

4. Sales Machine: Sales Training B2B Master Course

(March 2020)

Credential ID: UC-40ac547b-c9ad-4de2-89bc-4ebf368cc57e

Credential URL: ude.my/UC-40ac547b-c9ad-4de2-89bc-4ebf368cc57e

SKILLS

<div></div>	Sales Strategy
<div></div>	Marketing and data collection
<div></div>	Team Work
<div></div>	Time Management

LANGUAGES

<div></div>	Arabic: Native
<div></div>	English: Expert
<div></div>	French: Expert

HOBBIES

1. Reading
2. Acting
3. Swimming
4. Running

REFERENCES

Available upon request.