

# Mohammad Bazzi

Beirut-Mazraa

Zriek Street, Bazzi Building

3rd Floor

+961 78891606

Mohammadbazzi88@gmail.com

## Overview

I am a Business Developer with ten years of experience oriented around Sales, market and product development as well as VoIP/VAS sales. I have experience managing high-pressure situations and my problem-solving skills earned me several promotion throughout my career. I aspire to provide exceptional service to each stakeholder across your organization.

## EDUCATION & CREDENTIALS

**BS Management Information Systems**, American University of Science and Technology- Beirut, Lebanon  
**CCNA Certification**, CISCO Academy

## RELATED EXPERIENCE

**Business Development**, Webased s.a.r.l Beirut, Lebanon

Oct. 2018 – Feb. 2020

Conduct Market research to implement VAS and Voice products with regional and international Mobile operators and Voice Carriers.

- Developed new services to match targeted markets.
- Conducted Feasibility studies for targeted and proposed projects.
- Assessed Quotations, RFPs and ROI.
- Negotiated Voice and VAS contract terms.

**Head of Sales Operations**, Syndicate Carrier Services, BVI/Beirut, Lebanon

Jan. 2017 – Sep 2018

Managed the voice sales operation as well as landing multiple voice contracts with key carriers.

- Negotiated voice contracts
- Established new sales opportunities by creating new destinations for daily voice trade.
- Increased the sales revenues by expanding the line of credit provided by suppliers.

**Carrier Relations Manager**, Sama s.a.l, Beirut, Lebanon

Jan. 2015 – Nov 2016

Managed a sales team of 6 account managers overseeing the day to day voice trade, Planned and assessed in strategies to expand the company portfolio in terms of connecting with key operators regionally and internationally.

- Negotiated and landed several key accounts (Canar Sudan, Jordan Umniah).
- Sales Record breaking revenues for 3 consecutive quarters contributed through managed key accounts and sales team accounts assed with.
- Resolved Sales team accounts conflicts and complaints.
- Generated periodic sales reports for company accounts to assess sales strategies implemented for the given period and to adjust where needed.

**Senior Account Manager, Sama s.a.l,**

Beirut, Lebanon

Jan. 2011– Dec 2014

Responsible for developing relationships with clients to acquire new business and network with existing customers to retain their business.

- Managed a portfolio of regional and international voice carriers.
- Established contracts with several International key operators ( Ex: Sprint , TATA)
- Participated majorly in the company revenue stream through continues growth of managed accounts revenues and net margins.

**Account Manager, Sama s.a.l,**

Beirut, Lebanon

Feb 2009 – Dec 2010

Managed daily sales among accounts and operated as the point of contact for assigned customers.

Developed and maintained long-term relationships with accounts and sure clients received requested services up to highest standards.

- Managed Daily Sales of assigned accounts.
- Researched and pursued new business opportunities in terms of contracts with new carriers.
- Generated periodic reports to examine personal sales results and modify sales strategies where needed.

## Languages

- Arabic: Native
- English: Fluent( Reading, Speaking, Writing)