


TY

TONY YOUNES

REGIONAL SALES MANAGER


PERSONAL DETAILS

 ANTOUN.YOUNES@GMAIL.COM

 +961 76 316 545

 /TONY-YOUNES-14289515

 35  MARRIED  2

 Neccache, Lebanon

LANGUAGES SPOKEN & UNDERSTOOD

العربية English Français русский

CITIZENSHIP & VISAS

LEBANESE Citizen

RUSSIAN Citizen

USA B1/B2 Visa

SCHENGEN Business Visa

KSA Business Visa

SUMMARY

I am an experienced Regional Sales Manager who specializes selling solutions with over 13 years' experience in Sales and Management, out of which, 4 years are hands on experience in **APPLE** products, with another 4 years distributing **GENIUS, EDIMAX, DIVOOM** & other brands to the market and finally 4 years in Solutions which included IPTV & Digital Signage at **TECHNOSERVE & TRIAX**.

"I believe you can never become a professional in any field if you don't continue learning"

I have a proven track record of exceptional leadership capabilities that I have been utilizing during my last 10 years by building teams, systems and processes into models of growth and profitability.

I have worked hand-in-hand with **VODAFONE** to prepare the architecture of the IPTV solution that they will be deploying in the near future in Qatar.

I have been dealing with distributors & system integrators on a high level where I have assigned distributors for our products & solution. At the other end, I was also dealing directly with end clients from each sector in the market, starting with the Government entities, moving to the Hospitality to the Education, Sports, Media, Health, Real estate, Banks, Oil & Gas.

During this time, I developed a set of communication skills that serves useful in my negotiations and in successfully closing the deals.

This allowed me to have several publications about IPTV & DS in the Hotelier Middle East & Digital Studio ME magazines.

PROJECT PORTFOLIO

QATAR FOUNDATION

IPTV Solution
≈ 1 Million USD

OSN

Satellites
≈ 1 Million USD

Al Ahli Hospital

DS Solution
≈ 1 Million USD

BARZAN CAMP

IPTV Solution
≈ 700 Thousand USD

Aspire Academy

IPTV Solution
≈ 700 Thousand USD

Ministry of Administration & Development

IPTV & DS Solutions
≈ 600 Thousand USD

La Cigale Hotel

IPTV & DS Solutions
≈ 600 Thousand USD

Carnegie Mellon University

IPTV, DS, Wayfinding &
Meeting Room Solutions
≈ 500 Thousand USD

Ministry of Foreign Affairs

IPTV & DS Solutions
≈ 300 Thousand USD

The Torch Hotel

IPTV Headend with encoders
≈ 300 Thousand USD

BEIN Sports

Encoders
≈ 300 Thousand USD

Al Arabi TV

IPTV Solution with VOD
≈ 300 Thousand USD

Sharjah Airport

DS Solution
≈ 300 Thousand USD

Tarek Bin Zayed School

IPTV & DS Solutions
≈ 250 Thousand USD

PROFFESIONAL EXPERIENCE

TRIAX MIDDLE EAST & AFRICA

REGIONAL SALES MANAGER – BASED IN DUBAI, UAE
JULY 2018 - JULY 2019

During the time I worked with Triax, I was able to overachieve the budgeted target set for 2019 where I secured the **INTERNAL SECURITY FORCES** project in Qatar which for 5 Million AED along with approvals for 2 phases of **KING ABDULLAH PROJECTS** in KSA worth 14 Million AED, other than the projects I was working on in the pipeline.

I was successful in adding a number of resellers to the portfolio of our partners in the region in Qatar, Saudi Arabia and others mostly in GCC & Africa.

I prepared Triax's first IPTV Seminar in KSA and presented our solution to hundreds of government officials, system integrators.

In addition to my job role, I also provided training and support to the rest of the team of Triax ME on how to submit proper documents for the Tenders we enter.

Finally I utilized my experience in IPTV & DS to provide the technical team with issues that were available in our solution, and worked together to enhance the user experience.

TECHNOSERVE

REGIONAL SALES MANAGER – BASED IN DOHA, QATAR
JANUARY 2015 - JULY 2018

Directly handled more than 30+ system integrator & contractor large accounts. Overseeing all the sales and presales activities while also offering supportive pre and post sales services such as technical and product education.

Streamline sales projects and analyze costs and sales that produce results that consistently exceed regular sales targets. Also, attended an array of marketing events and managed company website to ensure company stays current on market trends.

Additional tasks include some traveling to identify new customers and recording and maintaining client contact information.

Sidra Medical Hospital

IPTV Solution

≈ 200 Thousand USD

Ministry of Culture

IPTV Solution

≈ 100 Thousand USD

The Pearl Qatar

HDMI encoders

≈ 100 Thousand USD

**Supreme Committee for
Legacy & Delivery**

IPTV Solution

≈ 100 Thousand USD

Al Jazeera

IPTV Solution

≈ 100 Thousand USD

Other Major Projects:**KEMPINSKI, HILTON,
ROTANA, WARWICK,
SHERATON, ST. REGIS,
MARRIOTT, W &
MOVENPICK HOTELS**

- Conduct persuasive technical presentations to new customers and strategically negotiate tender and contract terms to close deal.
- Liaise with peers and technical experts to collaborate in the design of custom-made products and determine what new products to add to lineup.
- Increase company visibility and product promotion through securing ad placements in newspapers, magazines and online websites.

GENIUS COMPUTER TECHNOLOGIES – DOHA, QATAR

COUNTRY SALES MANAGER 2011 – 2015

MANZIL DELIVERY E-COMMERCE WEBSITE – DOHA, QATAR

OPERATIONS MANAGER 2011 – 2013

APPLE INC. – DOHA, QATAR

SHOWROOMS MANAGER. 2007 - 2011

VIRGIN MEGASTORE – DOHA, QATAR

SALES ASSOCIATE 2006-2007

SKILLS

Sales & Strategic Planning
Pre-Sales & Post Sales activities
Relationship building
Business Development
Marketing Planning
Training
Negotiation Skills with all C levels
along with Executives &
Officers.
Market trend knowledge and
product pricing
Problem Resolution with
attention to details

EDUCATION

GENERAL SCIENCES – H.S. DEGREE • 2002 • SIN EL FILE H.S.**JOURNALISM • 2002 – 2004 • N. D.U.****COMPUTER SCIENCE • 2004 – 2006 • A.U.S.T.****ADDITIONAL CERTIFICATES:**

- Apple Product Professional Apple – January 2008
- Apple Sales Professional Apple – January 2008
- Coaching & Mentoring City & Guilds – December 2010
- Retail Management City & Guilds – September 2010
- Sales Management City & Guilds – January 2012
- IPTV Solutions Engineer Technoserve – January 2016
- Digital Signage Solutions Eng Technoserve – January 2016
- Fire Fighting Enertec - October 2017
- First Aid & CPR Enertec - October 2017
- Networking & Storage Specialist Huawei – August 2018