Joe Richa

Business Development Manager



Personal Info

Address

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Lebanon

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Date of birth

1987-11-06

Skills

Written and Verbal Communication

Teamwork

Work Well Under Pressure

Leadership

Self Motivation

Computer Skills

Quick Learner

Foreign Languages

Business Development Manager with 4+ years of experience in an international Money Transfer Organization, with a strong background in sales and marketing. I am an organized and detail-oriented manager, able to prioritize and delegate tasks effectively to ensure timely project completion within a team environment.

Experience

2013-04 - **Business Development Manager**

present Xpress Money

Relationship Manager - Business Development.

Responsible for all actions/plans to be implemented in Lebanon and North Africa.

Increased Lebanon business by 80%.

Resolved several operational issues in North Africa, specifically in Morocco.

2011-06 - Assistant Manager

2013-12 CSO Group

Assistant Manager in a telemarketing company to Australia.

In charge of transforming free promos into sale.

Achieved 110% of my yearly target.

Allocations Coordinator

2011-05 Al Bayan Magazine

Underwent a training for 1 month in service marketing.

Conducted a market research for potential clients.

Controlled the editorial and commercial subsection.

2009-07 - Customer Survey Officer

2009-08 Unipack - Indevco

Engaged in a 2 months stage.

Played key role in their yearly customer survey.

Took charge of the Metn area.

Education

Lebanese University - Faculty of Economics and Business

Administration.

Bachelor's Degree in Marketing.

Lebanese University - Faculty of Sciences.

First year in Mathematics Major.

2005 Central College Jounieh.

Diploma in General Science.

References are available upon request.