

Christophe M. Stephan

Beirut – Lebanon

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Marital status: Single
Nationality: Lebanese



Who Am I?

Name: Christophe Stephan

Date of Birth: 14, January 1990

I am an individual with proven experience of results-driven deliverables in business management, entrepreneurship, investment and wealth management. An enthusiast traveller, explorer, hiker, nature lover. Food and cooking is one of my many passions. I might as well say that art is my cup of tea, I collect artefacts from my adventures around the world.

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Education

2012 – Bachelor in Hotel and Tourism Management

Notre Dame University, Beirut – Lebanon

Accredited by the New England Commission for Higher Education (NECHE)

2008 – Double Baccalaureate, Economy and Sociology

Melkart College, Beirut – Lebanon

Accredited by the Agency for French Education Abroad (AEFE)

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Professional Experience

Business Manager / Partner – SOUTH CUTS S.A.L

Beirut – August 2017 to date

(<https://www.instagram.com/south.cuts/>)

Main responsibilities and achievements:

- People management – managing a team of 25 people
- In-house recruiting
- Investment management; achieving full project implementation with fifteen percent less cost than initial set budget.

- Negotiating and closing contracts with architects, contractors, food & beverage suppliers
- Dealing with social media specialists, bloggers and influencers
- Handling government authorizations and all business related licenses
- Coordinating with financial consultants and accountants
- Meeting with Food & Beverage consultants

Consultant – Fairs and Exhibitions World (FEW)

Beirut, Consulting based project January 2016 till June 2017

Main responsibilities and achievements:

- Consulting services to SME's [Lebanon & Middle East region]
- Driving growth through workshops and seminars in; Corporate structuring, corporate communications, Sales & customer service, business development, Operations, Public Relations

Sales Account Manager – British Airways Ltd

Based in Beirut with frequent travel to the UK and UAE – July 2013 till July 2015

Main responsibilities and achievements:

- Management of a portfolio of travel agencies and corporate accounts in Lebanon [market worth 13 million GBP]
- Managing Public Relations and all on-station events, sponsorship and charity initiatives
- Achieving 10% yearly sales growth
- Good knowledge of Salesforce.com
- Managing a team of 4 sales executives

Customer Service Officer – British Airways Ltd

Beirut International Airport – October 2012 till June 2013

Main responsibilities and achievements:

- Direct contact with passengers throughout the airport processes including check in, check out and gate.
- Dealing with inconvenienced passengers during disruption, denied boarding, over-bookings and lost luggage issues.

Managing partner / Owner – Planet Events

Lebanon, February 2009 till September 2012

First business I started in parallel to my university studies, the business is still operational and being run by 'back-then' partner.

Visit instagram page for some fun facts (<https://www.instagram.com/planeteventsib/>)

- Management and organization of small scale events, conventions, fairs, weddings, festivals promotion and marketing activities
- Providing receptionists, hosts and event coordinators for onetime events and occasions

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Languages

- Arabic, mother tongue; excellent written, spoken, read
- English; excellent written, spoken, read – TOEFL score 105/120
- French; excellent spoken, read, good written

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Some on-the-job trainings and courses and academic tests

Sales essentials – August 2013, London

- Effectively manage multi-brand selling
- Applying different sales strategies in multiple scenarios

iSell – September 2013, London

- Basic practices of usage of the isell program which is a sales management/performance monitoring tool used to manage corporate/trade accounts.

New business essentials – October 2013, Bangkok

- Develop robust sales strategies.

Negotiation essentials – January 2014, London

- Effectively structure a negotiation & formulate a negotiation range.

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And this almost sums it up. Knowing that this piece of paper doesn't tell the whole story, if you find me suitable for an opportunity at your institution, I then welcome the opportunity of meeting with you in person or via a live video chat to further explore my eligibility for any position at hand

Christophe