

Lausanne Gebbawi

Sales & Marketing Manager

Beirut - Lebanon
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Summary

Experienced achiever sales manager with an extensive successful sales record offering over 9 years of experience in several industries such as medical and tourism. Skilled in Product marketing , corporate sales , strategic planning business development , travel and events management .

My friendly approach and strong communication skills enable me to build rapport and Long- term relationship with clients and suppliers thereby improving efficiency and boosting business.

Aspiring a challenging role in a reputed company utilizing acquired skills and experience to contribute towards the development of the organization .

Core Competencies

- Account management
- strong communication skills
- business development skills
- Collaborative negotiation
- corporate partnering
- Operational Excellence
- Team Leadership
- Relationship Building
- Excellent time management
- Territory Management
- Revenue Enhancement
- prospecting skills
- client retention
- sales proposals
- strategic planning
- problem solving
- Motivation sales & Coaching skills
- Delegation
- recruitment and training
- Creating processes and campaigns
- Calm under pressure

Professional Experience

Partner

Sep 2018 - Feb 2020

Viaggio Travel & Tourism Beirut - Sharjah online business

- Started the online business with my partner by offering unique packages , inbound tours , luxury services ...
- Gained more business and profit from selling tickets for parks , events , attractions and excursions.
- Engaged our loyal customers with our business by uploading latest updates , sharing travel experiences , receiving reviews and making monthly contests.
- Maintained solid relationship with customers and suppliers .
- Exceeded agreed upon sales targets and outcomes by 20% on a regular basis.

Business Development Manager

March 2017 - August 2018

Safe Travel & Services Member of United Al Saqr Group - Abu Dhabi

- Designed & implemented a strategic business plan, resulting in expanding the company's customer base by 25% and awarded new contracts with government entities and private companies.
- Recruited & trained 4 sales officers and Tracked overall sales activities .
- Increased profit by 35 % from planning corporate incentive trips , team building events , arranging concerts tickets , sports events , Weddings including venue logistics & guests management.
- Initiated the inbound division and arranged luxury and lifestyle management services to our clients .
- Build good relationship with embassies and suppliers , got best deals and thereby increasing bookings by 30% .

Senior sales & marketing executive - Corporate Sales Manager

April 2012 - Feb 2017

Al Shamel travel , Abu Dhabi office . Member of Al Shamel International

- Generated a lead of 52 corporate accounts, out of which 40 were realized as a high business giving customers.
- Maintained long-term relationship with clients by managing their business 24/7 and providing support .
- Prepared proposals in response to tenders and awarded contracts for provision of travel management services
- Negotiated group rates and contracts with suppliers and succeeded to make good profit from packages.
- Increased profit by 30 % from planning corporate conferences , team building events , VIP Gala dinner .
- Promoted from Senior sales & marketing to corporate sales Manager within a year.
- Generated unscheduled cash revenues from selling events & parks tickets , luxury services and tours .
- Consistently met company sales targets by 105 % between the years 2012 and 2016 .

Medical Representative

Feb 2010 - March 2011

MEATO - Beirut

- Promoted medical instruments & laboratory tests to physicians and decision makers in hospitals , clinics laboratories and pharmacies in Beirut and Bekaa .
- Achieved to get new business from hospitals in Baalbeck and Hermel
- Built Long- term relationship with key decision makers by providing support, information , guidance and meeting their needs, handling their objections and offering flexible solutions .
- Conducted training & product demonstrations to all clients .
- Obtained orders and established new accounts by planning and organizing daily work schedule .
- Achievements :
- Increased company market share in Bekaa region from 15 % to 30 % .
- Exceeded sales targets and 40+ new clients (pharmacies , labs , hospitals).

Education

Master's Degree M2 in "BiotechCo " pharmaceutical marketing & management 2009 - 2010

Lebanese University, Fanar

Master in pharmaceutical marketing and management

Bachelor and M1 degree Biology

2005 - 2009

Lebanese University , Hadath

Master Biology

Training & Workshop

- Systems Training programs conducted by Galileo and saber
- Attended tourism exhibitions ATM-Dubai, WTM London, FAM Trips Spain , Turkey
- 5 month of Training period in Pharmacy Rahhal - Beirut
- 1 Month Training period in Dr.Ali Raad Lab Bekaa
- sales management and social styles Workshop PFIZER
- Attended workshop on Regulatory Affairs, Lebanese University 2010
- Prepared a study about Counterfeit medicine in Lebanon .
- Advertising & Media Sales Training (Albalad newspaper & layalina magazine)
- Participated in seminar regarding Corporate Leadership

Community Involvement

Volunteer – at the Consumer Protection Directorate ,Ministry of economy and trade Lebanon , assist and accompany the Directorate' inspectors to assume the markets' control process 2019 ,2020

Personal info

Date of Birth : 27th April, 1987

Driving License : Lebanese

Marital Status : Married with 2 kids

Languages Known: Arabic , French & English