

TAREK HELFAWI

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Active and outgoing sales manager with a result-driven mindset and over 12 years of sales experience. Focus on networking and building a camaraderie with clients to better understand their needs and pain points. Utilizing every available tool and prospecting new channels to achieve targets and company goals.

WORK EXPERIENCE

G-Core Labs, Beirut - Lebanon (HQ in Luxembourg)

Regional Sales Manager, April 2019 – Present

- Responsible for achieving the company's goals and targets in MENA region (new clients and new markets)
- Prospecting and building customer data and profiles to qualify them for opportunities.
- Attend technology events in Middle East and North Africa to gather and work on new leads.
- Work on raising brand awareness by arranging marketing campaigns and discounts relevant to the region.

Creative One, Doha - Qatar

Business Development Manager, Feb 2017 – April 2019

- Study the market, collect data, and plan campaigns to attract new contracts.
- Build the company's profile by developing effective market strategies.
- Partner/Reseller enablement is also a key focus, training and bringing skills back to the local market.
- Ensure the timely and successful delivery of our products according to customer needs and objectives.

Alfardan Premier Motors, Doha - Qatar

Sales Executive, Dec 2013 – Feb 2017

- Operating as the lead point of contact for any and all matters specific to sales.
- Negotiate contracts and close agreements to maximize profits.
- Meeting and qualifying clients. Planning events and recommending new product upgrades.
- Present and translate the company's image and points of strength to clients.
- Act as trusted advisor to customer and partners on all matters of sales, contract matters and new products.
- Collaborate with sales managers to maintain and expand Account base and opportunities.
- Develop new business with existing clients and/or identify areas of improvements to meet sales quotas.

Saad Buzwair Automotive, Doha - Qatar

Sales Executive, May 2009 – Dec 2013

- Assist with client requests or issue escalations as needed.
- Prospecting the market for new leads.
- Sales and Post-Sales support activities to ensure the accurate delivery of client orders.
- Developing positive relationships and handling customers' day to day requirements.
- Generating new sales using existing and potential customer networks.
- Managed a portfolio of minor accounts to achieve long-term success.

EDUCATION

Haddadin High school of Tripoli, Lebanon

High School Diploma, Jul 2006

ADDITIONAL SKILLS

- Knowledge of CRM software.
- Excellent communication and negotiation skills.
- Business acumen with a problem-solving attitude.
- Creative, organized and meticulous.
- Efficient, and highly adaptable to new workplaces and new teams.

Languages

English & Arabic (Fluently spoken and written)

Interests

Walking, Reading, Writing, Travelling.