

KARL GHANTOUS



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PERSONAL INFORMATION

- Dual citizenship: Canadian and Lebanese
- Place and Date of Birth: Canada, Montreal, Ville St.Laurent 15/10/1990
- Marital Status: Single

PROFILE

Highly motivated

Enthusiastic and flexible with strong organizational and communication skills

EDUCATION

2016: AMERCIAN UNIVERSITY OF BEIRUT – BEIRUT, LEBANON

“PROJECT MANAGEMENT PROFESSIONAL CERTIFICATION PREPARATION” COURSE

2015: NEW HORIZONS – BEIRUT, LEBANON

Intensive training in Microsoft Excel 2013

References available upon request

2009-2013: NOTRE DAME UNIVERSITY – LOUAIZE, LEBANON

BACHELOR OF BUSINESS ADMINISTRATION – BANKING AND FINANCE

2009: COLLEGE ELYSEE – HAZMIEH, LEBANON

Lebanese Baccalaureate Specialization in Economics and Sociology

WORK EXPERIENCE

Aug 2017-Present: PINPAY SAL – BEIRUT, LEBANON

Sales Department – Senior Sales Executive

- Business development and expansion to penetrate new markets and fields
- Market planning and positioning
- Advanced technology integration
- Assesses client IT needs and make recommendations, including IT equipment's and service packages
- Providing technical advice after sales
- Gaining familiarity with the fintech industry, and staying updated on trends and innovative products and services
- Building alliances and partnerships particularly with banks, government and clients
- Sales team building and leadership as well as on-ground support for the sales associates as they generate leads and close new deals
- Motivate and energize the sales team to make proactive decisions in all their communications with clients
- Key account relationship management through meeting with customers to discuss their evolving needs
- New services technology launches
- Executive negotiations and presentations
- Asses the strengths and weaknesses of the sales team
- Manage and monitor the sales program
- Develop and implement new sales initiatives and strategies
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events
- Strategizing around sales inquiries
- Developing quotes and proposals
- Prepare budgets and approve budget expenditures
- Use data to problem-solve around the sales process and generate force-multiplying changes
- Negotiating and renegotiating by phone, email, and in person
- Training personnel and helping team members develop their skills
- Implement a sales training and orientation program to educate new hires as our company grows
- Create and advertise weekly, monthly, and quarterly sales goal and keep C-Level executives apprised of the progress
- Prepare sales reports and sign off on their accuracy before submitting them
- Assess the competitive landscape and institute changes to the sales program in response to competitors' changes
- Establish a referral network with local businesses and find ways to maximize value from those connections
- Prepare and edit end user agreements
- Prepare and edit service provider agreements
- Prepare and edit NDAs and MOUs

Dec 2014-Jul 2017: BANKERS ASSURANCES – NASCO GROUP – BEIRUT, LEBANON

Life Insurance Department – Pre Unit Manager

- Induction on all insurance products: life and non-life
- Training in modern sales technics
- Participating in weekly meetings with the team including sales charts and organizing policies
- Meeting with Clients, presenting, selling policies and submitting them
- Renewing or amending existing policies for clients
- Following up on Clients' policy status and updating them
- Building and maintaining business relationships with clients
- Discussing and assessing the client's current and future insurance needs
- Preparing reports for insurance underwriters
- Handling a portfolio of several Clients
- Undertaking general administrative duties
- Developing and implementing successful sales strategies that led to the team exceeding sales goals on a monthly basis
- Monitoring individual performance results and engaging in timely coaching when necessary

- Successfully leading the sales team through company changes while maintaining the productivity of the team
- Interfacing with senior management to better understand critical objectives and made recommendations when appropriate
- Setting strategy to approach potential prospects
- Marketing services

Sept 2013-Oct 2014: HAMMERHEAD CONSTRUCTION, GA – USA

Business Development Department – General Manager Assistant

- Assisting in the development and execution of business plans and objectives
- Development strategy of the company
- Assisting in the planning and preparation of seminars and presentation on business development strategies
- Following up new business opportunities and setting up and preparing meetings
- Communicating new product developments to prospective clients
- Overseeing the development of marketing strategies
- Writing reports
- Providing management with feedback

Feb 2012-Jul 2013: RESTHAUT, RESTAURANT AND HOOKAH LOUGE – KASLIK, LEBANON

Management Department – General Manager

- Partner and General Manager of the business
- Development of the operations and management
- Performance of day to day business operations
- Sale of the business after considerable growth

Jul 2011: CAPITAL INSURANCE AND REINSURANCE – SIN EL FIL, LEBANON

Accounting Department - Internship

- Underwriting and auditing learning courses
- Responsible for competitive reports between products sales and departments performances

Jul 2010-May2011: AUDIO VISION PRODUCTION – ZALKA, LEBANON

Management Department - Internship

- Negotiating with Clients such as FOX Channels, National Geographic Abu Dhabi and Al Jazeera on future business relationships
- Preparing and attending business meetings
- Preparing invoices and quotations

PERSONAL AND SOCIAL SKILLS

COMPUTER SKILLS

Microsoft: Excel, Word, PowerPoint, Access

COMMUNICATION SKILLS

- Fluent in: English, French and Arabic – spoken and written
- Coherent ideas while maintain a discussion
- Honest, convincing and persuasive

SOCIAL ACTIVITIES

- Member of the Lebanese Red Cross

- Member of the Lebanese Boys Scouts at the Collège Melkart, Hazmieh - Lebanon
- Lifeguard at the Splash Mountain Resort, Mansourieh - Lebanon
- Member of the Basket Ball Team at the Collège Melkart, Hazmieh - Lebanon

HOBBIES

Reading, Basket Ball, Swimming, Table Tennis, Skiing and Movies.