

# ELIE EL KHOURY

BUSINESS DEVELOPMENT



## CONTACT

🏠 Hadat, LEBANON  
☎ +96171307765  
✉ elieelkhoury93@gmail.com  
in elie.elkhoury

## ACHIEVEMENTS

### Sales Training

- Sales Techniques
- Guru Selling
- Sales Mastery Program
- Strategic Account Management
- Effective Negotiations Skills
- Happy Clients for better Business

### Consulting Training Program

- Business Diagnostic for Consulting
- Change Management for Consulting
- Project Management Cycle

## EXPERIENCE

### CLIENT RELATIONS OFFICER

**SABER MIDDLE EAST**, Ain El Remmaneh, LEBANON | July 2018 - Sept 2020

- Setting strategic sales plans for the industry sectors and clients in the Middle East.
- Forecasting sales, qualifying customers, and closing deals to achieve sales targets and objectives.
- Conducting market research and identifying new business opportunities through cold calling, referrals, emails, networking events, customers calls-in.
- Writing quotations/proposals to clients or funding projects and following them to secure approval.
- Helping the owners to overcome the financial difficulties faced due to the fluctuation of dollar exchange rate and the economic crises Lebanon is going through.
- Drafting monthly reports, market analysis and recommendations within the internal team.
- Analyzing and interpreting data collected to detect challenges and problems and understand the causes.
- Monitoring and supporting the progress of the work along with internal team members.
- Building business relationships with current and potential clients.
- Attending industry exhibits, trade shows, and conferences.
- Ensuring timely and successful delivery of company's services through internal communications channels.
- Monitor the progress over time and adjust the business plans if needed, through field visits and frequent updates and provide mentorship and coaching to the owners.
- Following up with clients after delivery of service to achieve repeat or more business.
- Supporting in the development of internal communications plans .

## SKILLS

### Soft Skills

Effective Stress Management



Emotional Intelligence



Sales



Management Presentation



Strategic Thinking



Maintaining a Positive Mental Attitude



Crisis



Management

Problem Solving



Mindset

Leading During



Uncertain Times

### LANGUAGES

ARABIC



ENGLISH



FRENCH



### IT Skills

Microsoft Office



SAB



Insightly CRM



Bitrix 24



### Elite Member

**LSCN - Levant Supply Chain Network**, Beirut, LEBANON | July 2018

#### - Present

- Conducting training courses, seminars, conferences and studies revolving around supply chain.
- Sharing information and statistical data relating to various aspects of supply chain industry.
- Encouraging the free exchange of knowledge and skills relating to supply chain within the organizations .
- Providing all members an opportunity to network among each other and help facilitate an overall efficient profit-making environment.

### TELLER & CUSTOMER SERVICE

**FENICIA BANK**, Sassine, LEBANON | DEC 2015 - July 2018

- Establishing and maintaining effective coordination and working relationships with area personnel and with management.
- Presenting and explaining Bank products and services to clients and assisting in meeting their financial needs and problems resolving.
- Maintaining and projecting the Bank's professional reputation while complying with bank's policies and procedures.

### INTERN - TELLER

**BANK OF BEIRUT**, Hazmieh, LEBANON | June 2013 - August 2013

- Participate in opening, closing and maintaining checking, savings, time deposit, and individual accounts as well as working with credit cards and consumer loans .
- Actively and professionally identifying sales and referral opportunities within existing or new customers as for meeting sales goals.

## EDUCATION

### Master of Business Administration in Operations Management

**UNIVERSITÉ ANTONINE** | Sept 2014 - June 2016, Baabda LEBANON

*Final Year Project: The impact of culture on supply chain management and the relationship between customers and suppliers*

### Bachelor of Business Administration in Management & Marketing

**UNIVERSITÉ ANTONINE** | Sept 2012 - June 2014, Baabda LEBANON

*Final Year Project: Effectiveness of training in a changing work environment in the Lebanese banking sector*