

Ahmad El Halabi

Sales Consultant

Professional Sales Consultant with more than 5 years experience in sales, specialized in I.T. Products (Photocopiers, Networking and System Solution).

I would like to join an institution that will improve my knowledge of this field, and help me gain new experiences on the go. I am adaptable and considered quick learner.



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Beirut , Lebanon

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31-07-1991

WORK EXPERIENCE

● Finanacial Sales Consultant

Bankers Assurance SAL(NASCO)
01/06/2020 - Present *Beirut , Lebanon*

- Contacting potential clients and creating rapport by networking, using referrals , etc..
- Discovering the Prime Buying Motive for the client
- Assist the client in selecting the appropriate income protection plan
- Provide good customer service to maintain and retain clients.

● Sales Consultant

ITG (Canon) - Imaging & Printing Solutions
01/12/2018 - 31/05/2020 *Beirut , Lebanon*

- Achieved 75 percent of the target in one year
- Developed and implemented a sales plan focusing on the market sectors for the next 3 years
- Set sales appointments with clients
- Proficient with CRM Software
- Maintained a working knowledge of the company's various products and services
- Expedited the resolution of customer problems and complaints to maximize satisfaction
- Attended workshops on sales strategies

● Sales Executive

EKT Katrangi Bros
01/12/2017 - 10/1/2018 *Beirut , Lebanon*

- Specialized in selling Cisco Products
- Met and exceeded the monthly KPI's as well as the monthly quota
- Created daily reports for documenting sales activities while staying up-to-date with current industry trends

● Marketing & Sales Manager

Sbeity Computer SARL
09/05/2016 - 28/03/2017 *Beirut , Lebanon*

- Managed the website with continual maintenance
- Promoted content through social-media advertising
- Built a rapport as a trusted representative

EDUCATION

MBA in Managemet

LIU (Lebanese International University)
2018 - Present

Bachelor Degree in Interior Design

AUL (Arts, Science & Technology University in Lebanon)
2009 - 2013

SKILLS

Research Public Speaking Negotiation
Prospecting Teamwork Sales Leader
Decision Making Warm Calls MS Office
Sales & Marketing Time Management
Adobe Creative Suite IT Knowledge

CERTIFICATES

DEMORAMA

Competition by Canon Middle East
28/11/2019 *Dubai , UAE*

ISO 9001

Certificate of achievement
12/10/2015 *Beirut , Lebanon*

NLP Diploma

Certificate from the International NLP Training Association, INLPTA, USA.
Certificate from Bann Center for Psychosocial Consultancy & Training.
2016 *Beirut , Lebanon*

Garnet Education Certificate

Proficiency in English
2013 *Beirut , Lebanon*

Autodesk Certificate

Certificate of Completion in Revit
Certificate of Completion in 3ds Max
2014 - 2015 *Beirut , Lebanon*

LANGUAGES

English

Arabic

INTERESTS

Sports Volunteer Work Negotiation
Travelling Music Gaming Art