

RUDY GHAWI

PERSONAL INFORMATION

Nationality: Lebanese
Date of Birth: May 5th, 1976
Status : Single

OBJECTIVE

I am seeking a competitive and challenging environment where I can serve your organization and establish an enjoyable career for myself.

EDUCATION

1983 – 1993	High School, Jamhour College
1993 – 1996	High School, Mont La Salle
1996 – 1999	Advertising & Marketing , Notre Dame University (NDU)
1999 – 2002	Diploma in Computer Graphics and publishing Diploma in business administration Notre Dame University (NDU)

LANGUAGES

Arabic: fluent- as a mother tongue
English: fluent- written and spoken
French: fluent- written and spoken

SKILLS

Efficient use of MS Office, Internet Explorer & other computer applications
Indoor Selling Skills (certificate in sales skills - Wydner Coaches)
Proven ability to hit and exceed sales targets
Have a competitive attitude and can thrive under pressure

PROFESSIONAL EXPERIENCE

G.A BAZERJI & SONS SAL (GABS) 2017 - PRESENT

GABS is the sole/Exclusive importer and distributor of the following world famous automotive manufacturers brands: Maserati and Suzuki.

Senior Certified sales consultant

Project Management for Mk Design UAE 2016 - 2017

Mk Design is a company specialized in interior Design and execution in Lebanon, London, Dubai and Erbil.

Responsible in procurement and purchasing products for **Jumeirah** group offices in Design district Dubai and site coordination and communication with all implemented suppliers.

Customs clearance and ensuring safety of products on site were part of my scope.

Owner of Athletics company 2012 - 2015

The company is specialized in sports equipments, clothing and accessories.

Throughout the 3 years I was responsible for Installing a marketing strategy throughout the business by :

- Researching and developing marketing opportunities
- Implementing sales plans
- Managing staff
- Understanding current and potential customers
- Acquiring customers, negotiating deals, securing financing
- Managing budgets
- Developing guideline
- Dealing with insurance companies to extend cars warranties.

Bassoul Heneine sal**2007 – 2012**

Exclusive importer & distributor of the world famous automotive manufacturers brands BMW, Rolls Royce, Mini Cooper, Alfa Romeo, Renault & Dacia.

- Senior BMW certified sales consultant
- Maintaining stock
- Follow up of all formalities (customs , registration, insurance...)
- Handling & managing car rentals contracts
- Successfully brought new customer to dealership
- Prospecting customer
- Vehicle presentation
- Building rapport with the customers.

Ghawy & Sons Motor Division (Sub Dealer) 2004 - 2007

- Exclusive Agent BMW, Mini Cooper, Alfa Romeo, Renault & Dacia
- Sub Agent (Owner)
- Sales Manager & Legal Affairs.

Bassoul Heneine sal:**1999 – 2004**

Exclusive importer & distributor of the following world famous automotive manufacturers brands BMW, Mini Cooper, Alfa Romeo, Renault & Dacia

- Sales Executive

PERSONAL ACHIEVEMENTS

- Achieved excellent grades throughout my university education
- Learned all ordering and reporting applications in a relatively short time and excelled in customer relations.
- Learned all aspects of the sales of Renault, BMW and Mini Cooper vehicles and excelled in invoicing, handling customer complaints, and following-up on vehicle registration procedures.
- BMW Certified in Sales skills and Product Knowledge – Certified sales advisor and consultant from “BCTS “ – since May 2005-2006

