

Georges Kebbe



Contact

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Marital Status:

Single

Languages

Arabic
English
French

Summary

Highly skilled marketing professional, with 8 years of progressive experience, in marketing and advertising in the GCC.

Created a marketing study and introduced a new brand to the market, achieving 35 % growth in sales, in a period of 1 year. While successfully managing a team of 5.

Skill Highlights

- Project management
- Strong decision maker
- Complex problem solver
- Communication skills
- Leadership skills
- Visionary and innovative
- Marketing strategies, long term planning
- Team player, managerial skills
- Quick adaptation capability & Multitasker
- Service / Target focused
- Computer skills : Microsoft package
- High sense of responsibility and morality
- Marketing research : Quantitative / Qualitative

Education

Murdoch University Dubai, UAE: 2014 – 2016

Masters in Business Administration

American University of Technology (AUT): 2007-2011

Bachelor of Science in Business Marketing.

(In association with the Empire State College of New York.)

Experience

Sales Specialist 15 Feb – present

Full Vision – BluNet Jordan / Lebanon

- Qualify, develop and maintain thorough company and product knowledge, research consumer needs and identify how our solutions can meet them.
- Generates leads and grow existing relationships, maintaining an accurate detailed client book, and developing an active repeat customer base
- Make cold calls or perform warm outreach, putting outside the box thinking to work to develop new and unique sales tactics.

Sales and Marketing manager: 2012 – 2019

Al Nimr civil engineering, Dubai / Lebanon

Marketing and business development manager, for Al Nimr civil engineering. Executed the Emirates Hangers project.

- Identified new relationship opportunities to grow business
- Provided and followed a quarterly, marketing events and strategies calendar.
- Participated in budget preparation, for marketing budget and growth projection.
- Created the Business Calendar and Business plan.
- Provided input on new product development, marketing literature, and communication.

Founder / Teacher 2017 - 2019

A S A: After School Adventure, Lebanon

- Teaching grade 9 & 12 students, Sociology economy, Civism, geography & history.
- Management, operation and accounting for the After school.
- Business development and setting new long-term strategies.

Media planner: 2011 -- 2012

Chaplin Advertising Agency: Lebanon

Chaplin involved the preparation of Media planning and budgets for our clients marketing campaigns.

Marketing Coordinator: 2010 -- 2011

Consulate of Montenegro: Lebanon

Researched and collaborated to initiate, serve and maintain relations between the Lebanese and Montenegrin markets in regards to their trading activities.