



Ibrahim Al Tannir

Relationship Manager | Business Development | B2B | B2C | Sales & Marketing Specialist

Ambitious, confident, motivated, energetic and dynamic Relation Manager/Advisor with excellent Strategic and operational experience in Business development, marketing, sales, B2B, B2C, banking, finance, collection and insurance for more than ten years. I am fully committed to support and develop my team capabilities to unlock the power of Sales Navigator. Modern selling is here and it's changing the way we do business. The old adage, "it's not personal, it's business" is no longer relevant. I am an active financial leader taking an essential part of the Global Market Revolution, trying to develop market requirements

✉ tanniri88@gmail.com

☎ +9613982596

📍 Dawhet Aramoun, Mount Lebanon, Lebanon

📅 01 January, 1988

🌐 [linkedin.com/in/ibrahim-al-tannir-59a589123](https://www.linkedin.com/in/ibrahim-al-tannir-59a589123)

SKILLS

Strong time management and Problem solving skills

Strategic Planning and Goal-Oriented

Creative Thinking and Team Leader

Negotiation Skills

Organization, Communication and Interpersonal Skills

Microsoft Office skills

WORK EXPERIENCE

Premium Relation Manafer Arab Bank Plc

10/2016 - Present

Beirut, Lebanon

Achievements/Tasks

- ▣ Create and enforce plans that will help meet the needs of customers.
- ▣ Build long-term relationships with the clients and customers to address and resolve their issues.
- ▣ Develop B2B and B2C rapport with customers to ensure their loyalty to the company.
- ▣ Become familiar with the competition to stay ahead of them and Encourage high-sales and good customer service practices.
- ▣ Create strategies and Help promote and maintain a positive company imaged.

Sales and Marketing Coordinator Bankmed

03/2010 - 01/2016

Beirut, Lebanon

Achievements/Tasks

- ▣ Marketing my institution products by developing and implementing marketing and advertising campaigns.
- ▣ Track sales data, maintains promotional materials inventory, plans meetings and trade shows, maintains databases and prepares reports.
- ▣ Ensuring the adequacy of sales-related material and responding to complaints from customers and give support when requested.

EDUCATION

Masters of Business Administration in Management Information Systems(Candidate) Lebanese International University

05/2021 - Present

Beirut, Lebanon

Bachelor Degree of Commerce and Business Administration Majoring in Finance and Banking Beirut Arab University

09/2005 - 07/2009

Beirut, Lebanon

CERTIFICATES

Certified Management Accountant (CMA)
(10/2009 - 05/2010)

MORGAN INTERNATIONAL

Certificate in Relationships Selling Strategies (11/2012)

Starmanship & Associates

Certificate in Investigating in suspicious money
laundering operations (07/2017)

ASSOCIATION OF BANKS IN LEBANON

Certificate in Marketing Essentials (05/2021)

International Business Management Institute, Berlin (IBMI).

Certificate in Business Etiquette and Professionalism
(10/2016)

Formatech - Integrated Learning Centers

Certificate in Successful Selling Strategies (07/2019)

Starmanship & Associates

LANGUAGES

Arabic

Full Professional Proficiency

English

Full Professional Proficiency

French

Limited Working Proficiency

ORGANIZATIONS

Federation of Syndicate of Banks Employees in Lebanon
(10/2010 - Present)

VOLUNTEER EXPERIENCE

Support Refugees in camps during war in Lebanon 2006 and Syria 2010

Lebanese Youth

HONOR AWARDS

Reward of successful organizing a business day event in
University (05/2006)

Beirut Arab University

Three Years in a row winner of the Lebanese Corporate
Basketball Championship

Lebanese Basketball Federation

INTERESTS

Basket Ball, Swimming, Novel reading, Classical music and Long road drives

REFERENCES

References and recommendations can be provided upon request