

Fadi Zebib

Ambitious, flexible, and self-motivated collaborator. Possess strong analytical and conflict resolution skills and a profound understanding of Sales Management, Pricing Management, Business Development, Finance, Data Analysis, Operations and working within multinational organizations and cross-functional teams. Proven track record in leading complex projects and deploying strategic initiatives within a fast-paced environment while managing stakeholders' expectations agreed upon objectives

Personal Data

Name:	Fadi Zebib
Mobile:	+9613937882 / +971543805240
Email:	f.zebib@grenoblepartners.com
Birth Date:	03 January 1983
Marital Status:	Married
Nationality:	Lebanese

Skills

Business Related Skills

- Focused on delivering quality solutions, building team competencies to drive high performance.
- Strong drive to succeed, self-motivated and results focused.
- Building Services Scope of Work, Deliverables, Goals, KPIs and Methodologies documents.
- Specialized in Listening to customer needs, and distinguished abilities to convert this into solutions.
- Strong communication and presentation Skills.
- Large experience with customers in MENAT region.

Education & Qualifications

- 2001-2006 B.Eng. in Communication and Electronic Engineering from Beirut Arab University, Beirut-Lebanon
- 2010-2012 MBA from Lebanese American University, Beirut-Lebanon

Professional Experience:

Grenoble Partners Feb 2020 – Present

Principal Consultant (Feb 2020-> Present)

- Define consulting approaches and solutions according to customer needs and develop consulting proposals
- Engage with C Level clients and provide a strong end-to-end contribution to strategy consulting engagements (Telco, Financial services, strategy & processes)
- Develop innovative consulting value propositions
- Lead projects and provide strategic direction across the account to deliver a superior client experience

Samsung Electronics May 2015 – Jan 2020

Key Account management – Sales & Business development (May 2015-> Jan 2020)

- Set yearly sales and marketing strategies
- Business development including new B2B & B2C customers (MEA region)
- Product & Pricing Management: Define country Line-up, product launches, forecasting demand, and competition analysis following global pricing guidelines
- Channel Management: Define and execute omni channels strategies, direct engagement with retailers and dealers, conduct channel meetings and setup training program
- Operation Management: Follow up on day to day FMCG lifecycle movement
- People management: Team development and motivation, provide business leadership, and deliver high quality results
- Evaluates and recommends business partnering opportunities in order to capitalize on business synergies

Ericsson December 2007 – May 2015

Regional sales specialist (December 2007 -> May 2015)

- Develop an understanding of customer's business & solution requirements
- Customarily & regularly engage with decision makers at client facilities in performing duties
- Manage Territory/Accounts including account planning & sales forecasting and engaging cross-functional resources with virtual teams to ensure alignment across the organizations
- Provide sales leadership and experience on large, complex sales opportunities

Xplorium: June 2006 - November 2007

Business Consultant

- Market research & building business plans
- Leads identification

Languages

Arabic: Native
English: Fluent
French: Fluent

Personal interests

Basketball (Formal member of Ericsson Lebanon basketball team)
Tennis
Football
Social networking

References:

Available upon request