

DAVID SAYEGH

BUSINESS DEVELOPMENT MANAGER



CONTACTS

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Lebanon, Zouk Mosbeh



ABOUT ME

Accomplished Development Manager with innovative leadership style and expertise in supply chain, sales and brand positioning strategies. Great analytical and communication strengths.

LANGUAGES

- English
- Arabic
- French
- Italian

COURSES

Renewable Energy and Green Building Entrepreneurship, Duke University
Nov 2019 - Nov 2019

Negotiation Techniques, Level UP
Dec 2016

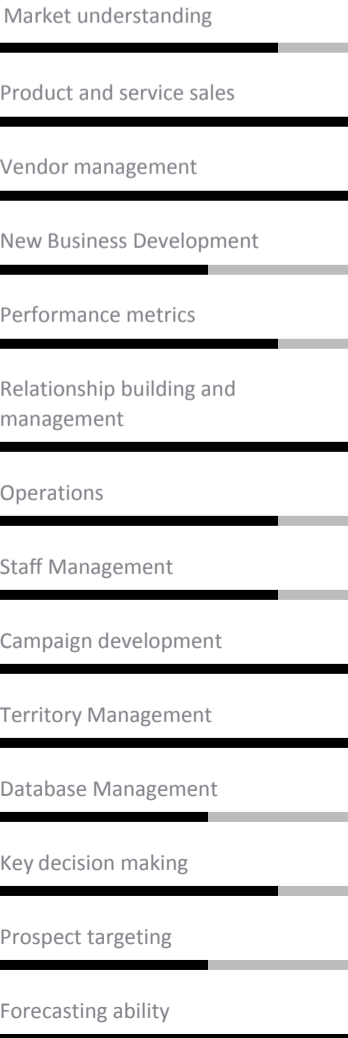
Category Management, Level UP
Aug 2016

Train the Trainer, Starmanship
May 2020

Advanced Selling Strategies, Starmanship
Aug 2015

Corporate Image and Business Etiquette, Starmanship
Feb 2015

SKILLS



WORK EXPERIENCE

Business Development Manager, Arabia Mobiles - One of the Largest Mobile Traders in Lebanon, Jdeideh, Lebanon

Aug 2019 - Present

- Worked on HR gap analysis for different business units and proposed modifications and augmentations to management.
- Reorganized business unit work flow by creating job descriptions to enhance unit work flow and productivity.
- Streamlined operational efficiencies by delivering recommendations for knowledge-based processes and procedures hiring new staff to improve department functionality.
- Capitalized on industry and marketplace trends to strategize solutions and enhance business operations especially during economic crisis.
- Identified key products, and customers. Used data to devise innovative sales and marketing plans enabling growth within the economic crisis
- Supported general manager with HR projects providing in depth feedback on company's business unit via performance appraisal and one to one assesment.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.

Purchasing and Retail Manager, Actyv - Apple Premium Reseller And Authorized Service Provider, Beirut, Lebanon

Sep 2017 - Jul 2019

- Reviewed company business units performance and analyzed potential HR gaps while reporting and proposing augmentations to the CEO.
- Computed and created purchase orders in System to monitor stock levels, verify purchase requisitions and expedite customer orders.
- Negotiated policies and contracts with vendors to achieve optimal pricing and consistent availability.
- Negotiated with suppliers, vendors, and other representatives.
- Maintained effective and lasting vendor relationships through dynamic communication, collaboration and intelligent questioning skills.
- Researched new vendors and partners to obtain most cost effective pricing for goods.

- Reduced expenses by renegotiating vendor and showroom contracts to eliminate waste and boost cost savings
- Oversaw employee performance, increased efficiency by identifying staffing needs and adjusting accordingly.
- Launched tactical seasonal sales campaigns, leading team to re-stock and decorate in under 24 hours.
- Developed new departments from scratch by interviewing and hiring experienced professionals to build an efficient team.

Senior Category Management Specialist - Buyer, Khoury Home Appliances - Leading Retailer in Lebanon, Dora, Lebanon

Feb 2016 - Aug 2017

- Forecasted purchasing trends and improved merchandising strategies by completing Category Management.
- Purchased over \$3M in IT products over 1 month, saving company \$500 K.
- Maintained key item stock levels and wrote or expedited purchase orders.
- Negotiated pricing to determine best deal and increase profit by 19% annually.
- Identified poor performing divisions and took corrective action by outsourcing new staff.
- Represented company at national and regional trade shows such as CES and IFA.
- Oversaw \$12 M yearly budget and all purchasing needs for IT and Mobile products.
- Met with suppliers to assess changes and determine proper courses of action.
- Managed vendor purchase order process including dispatch, delivery and invoicing to set contractual guidelines and maintain budgetary regulations.
- Communicated with vendors regarding inventory needs and negotiated prices to increase profit margins.
- Developed and improved vendor relationships.

Category Management Specialist - Assistant Buyer, Khoury Home Appliances, Dora, Lebanon

Oct 2015 - Feb 2016

Head of Department, Khoury Home Appliances, Jeita, Lebanon Mar 2014 - Oct 2015

Assistant Head of Department , Khoury Home Appliances, Jeita, Lebanon Oct 2013 - Feb 2014

Sales Representative, Khoury Home Appliances, Jeita, Lebanon Nov 2010 - Sep 2013

EDUCATION

Freshman Degree in Sciences, American University Of Culture And Education , Baouchrieh, Lebanon
2011

Bachelors in Computer Communication, American University Of Culture And Education, Baouchrieh, Lebanon
2020