

Rabih Yaacoub
Seeking a
Multitasking
Coordination-
Oriented
Customers and
Management
related position



37 years old - Lebanon

Project Management

Business Development
Executive

Sales

Information Technology

Assistant Manager

CONTACT

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EXPERIENCES

Lighting Design Supply Installation

Rabih Yaacoub Lighting - Since January 2017

- Projects Technical assessment
- Lighting technical matching
- Lighting Design
- Lighting Supply
- Lighting Installation

Consultant Lighting

United Lighting - Since November 2016 - Consultant - Lebanon

- Lighting Technical matching
- Outsourcing
- Sales
- Clients coordination
- Site visits/ Project assessments
- BOQ generation
- Specifying lighting fixtures

Consultant Lighting

Al Bonian Group - Since June 2016

- Lighting Consultancy
- Outsourcing suppliers
- Lighting OEM, ODM
- International sourcing
- Technical Matching
- ...

Lighting Business Development Manager

Al Bonian Group - 2015 to June 2016 - Full-time - Lebanon

- Lighting Outsourcing
- Suppliers Coordination
- Project Assessment
- Clients Coordination
- Technical matching
- Quotation Submitting
- Delivering lighting products according to specs
- Team coaching
- Lighting Catalog Building from scratch
- Social media marketing enhancement
- Lighting shops for wholesale outsourcing

BDM / Lighting Engineer

GroupPowerLine - October 2014 to September 2015 - Full-time - Lebanon

- Engineering Studies
- Clients Coordination
- Business Development
- New opportunities handling

Consulting / Business, Marketing & IT Development

Personal consultancy for N.A.C. - February 2014 to May 2014 - Consultant - Beirut - Lebanon

- Online Rebranding
- Business Profiling (Mostly Generated)



ABOUT ME

I love to help people, ... so the service sector is more than welcome to be served.

Whether it is a company seeking to satisfy its clients, a hotel position with a direct contact with new comers... that's where i fit the most.

After a mixed background in events, tourism and telecommunication, consultancy, ... the services sector is where my profile fits the most.

My memberships in UFI,(Global association for the exhibition industry, in the illuminating engineering society IESNA gave me a valuable exposure in different fields.

Being a tri-language master(Arabic, French, English) and a beginner level in Greek, Spanish, Russian and German, this combined gives me an added value for the workplace.

Prefer to make an interview so you ask all your questions and you assess my spontaneous responses.

Rabih Adib Yaacoub (RAY)

MY LINKS

[in](#) LinkedIn [🔗](#) My Educational database [f](#) Facebook [🔗](#) Rabih Yaacoub Website

[Resume created on DoYouBuzz](#)

- Social Presence
- Website from scratch training & Content creation
- Social media marketing analysis
- Infrastructure study
- Campaigns management (managing, analysing and rectifying)
- Creation of virtual presence

Visitors Promotion and Database Manager

Dhahran International Exhibitions Co. - April 2013 to September 2013
- Consultant - Dhahran - Saudi Arabia



- Team Leadership
- Project Planning, management, coordination...
- Social Media Management, Consultancy, Marketing, integration, Measurement,...
- Business development through Social Media, Mails, Fax Campaigns, Sms Campaigns,...
- Increase the visibility and availability for further business improvements
- Potential Clients Coordination
- Planning
- Multi-Task Projects Coordination
- Project Implementation (Office 365)
- IT strategy, planning and implementation leading
- Database system consultancy, creation, management and administration
- Emails System Creation Management and administration
- Marketing Manager Assistance
- Opportunities coordinations

Project Manager/ Business Creativity Officer

EBookingCenter - November 2011 to August 2012 - Full-time - Antelias - Lebanon



- Troubleshooting
 - Business Development
 - Solutions Suggestions
 - Innovative solutions integration
 - Enhancement officer
 - Business account manager
 - Marketing Campaigns
 - Training clients on the system
 - Marketing and coordination with segments clients
 - Ensuring the smooth establishment and launching of the new system that covers 190 countries, 200 000 hotels,...
- This Wholesale travel system is a worldwide travel solution that books hotels worldwide, my role is to lead a team of around 10 employees and assign tasks to them so that the system works properly; my second role is to train clients to use it, control their access and bookings on it.

Stagiaire

Byblos Bank S.a.r.l - September 2007 to October 2007 - Internship - Reyfoun - Lebanon



intra-Departmental assistant

Assistant (Faculty of Natural and Applied Sciences)

Notre Dame University - November 2006 to June 2007 - Consultant - Zouk Mosbeh - Lebanon



Assistant d'un Dr. de Programming

Assistant (Student Affairs Office)

Notre Dame University - October 2005 to June 2006 - Zouk Mosbeh -
Lebanon

Assistant



INTERESTS

The arts

- Paintings (Portraiture)
- Artistic Photography

Events

- Organizing (From Scratch)
- Managing visitors (invitations, registration,...)
- Managing Exhibitors
- Managing third party beneficiaries
- Managing the infrastructure (IT, Marketing...)
- Managing the information/data (team handling)
- Coordination with Key contacts (GMs, owners,...)

Arts

- Photography
- Folklore Dancing
- Astro Photography

Musique

- Kanoun
- Nay

Sport

- Volley Ball
- Biking
- Ski
- Ping Pong
- Swim
- Horse Riding
- ...

EDUCATION

DU in religious tourism

USJ

2019 to December 2020

This is a university diplome about a cluster in the tourism specifically in the religious tourism in Lebanon

Continuous education online

UFI ONLINE EDUCATION

Since April 2013

Being a member of the UFI (The Global Association of the Exhibition Industry) I am benefitting from plenty of valuable videos, documentations, Seminars, Trainings to forge my educational background in trade fairs, events and exhibitions

Downloadable certifications, legal documents, and other...

FILES

August 2011 to August 2025

Dear recruiter,

My education can be found on the link:

<https://rabihyaacoub.wordpress.com/education/>

The remaining degrees are posted as soon as they are issued.

Ethical Business Practices, Compliance and code of Business and professional ethical training

KSC

September 2012

A training by Ernest and young trainers, Mr. Safwan Butt and the facilitator mr. Raed al Khatib about the business ethical behavior inside the company.

Masters in Business Administration (Management and Strategy Concentration)

NOTRE DAME UNIVERSITY (LEBANON)

November 2007 to February 2011

To hold a masters degree, a student have to cover the diversified topics, my track covered the following modules:

- Economics
- Research Methodologies (Theories and Practical)
- Accounting (Principles and advanced)
N.B: taking in consideration that students are from an accounting background in their bachelors
- Finance (Principles and advanced)
N.B: taking in consideration that students are from an financial background in their bachelors
- Operations Management(Theories and Practical)
- Marketing
- Money Laundering(International Perspective)
as well as courses from the main concentration of the business dedicated study, in my case management and strategy.
- Management (Operational and Managerial)
 - Strategic management
 - Organizational Management
 - Project and operational management
 - Contemporary Management
 - IT managerial Tools

Project management in Primavera P6 Release7 Training Course

ORACLE UNIVERSITY

May 2012

The Primavera software was covered in its all perspectives from initiating a project, its managerial life cycle, to finalizing it and saving the success story;

The main topics browsed are:

- Project management life Cycle
- Understanding Data
- Navigation and layouts
- Creating a Project, work breakdown structure, Activities, Relationships
- Scheduling mappings and its constraints
- Project Document Library
- Understanding, Assigning and analyzing roles and resources
- Optimizing and base lining and executing the project plan
- Reporting

Computer and Communication Engineer

NOTRE DAME UNIVERSITY (LEBANON)

September 2002 to June 2007

The courses covered the technical and theoretical sides of the latest technologies covering beside the main topics of engineering such as circuits, logic control, electro-magnetics, a part of all the studies such as life sciences, languages, religion, Programming, Business courses...

ISO22000:2005 Food Safety Management Systems Lead Auditor

SGS (WWW.SGS.COM)

July 2011

The food safety management systems Lead Auditor, a 5 days course, taken in Radisson Hotel Down town by the SGS (www.sgs.com). The content of the course covers the standards of the food processes to ensure the safe delivery of the food from farm to fork. The applications of the course can be done in any food related entity e.g. hotels, restaurants, ... and any institution delivering food products.

ECCE(Certificate of Competency in English)

THE UNIVERSITY OF MICHIGAN, ELI (ANN ARBOR, USA)

June 1995 to June 2001

Intensive English courses during summer followed by term exams and finalized by a remote exam in the American university campus of Beirut.

Customer Relationship Training

BSALIM

June 2011

Mid June, a training was given to deal with customers and how to manage their needs and understand them better. This training was given upon a request of one of our clients by a sister company;

ISO9001:2008 Quality Management Systems Internal Auditor

IRCA.ORG

July 2011

The ISO quality management system internal auditor course was taken on a three days basis at the Radisson Blu Hotel,(5* hotel) Beirut Lebanon; the event was organized by SGS and its main purpose was to teach the internal auditing patterns and techniques; The degree is issued from UK.

ISO9001:2008 Quality Management Systems

SGS

May 2011

Introduction to Quality Management Systems, This course was organized by the Syndicate of engineers Of Tripoli Lebanon and presented by SGS. Its purpose was to introduce the Quality management Systems done on a whole day and a certificate of attendance was issued by the local SGS.

ECPE (Certificate of Proficiency in English)

THE UNIVERSITY OF MICHIGAN, ELI (ANN ARBOR, USA)

June 1995 to July 2001

several summer courses lead to this degree, its prerequisite is the competency degree stated below

Ipad/Ipod Programming

UNIVERSITY SAINT JOSEPH, LEBANON

May 2011

Object C Language to create programs dedicated for Apple

SKILLS

Security Systems(DVRs, Cams,...)

- Installation
- Maintenance

Operating Systems

- Windows XP, Vista, 7
- Linux: Red Hat, SUSE, Fedora, RHEL, Centos

Computer Programs

- Microsoft Office (2003 and 2007) with modified names (Word, Access, Excel, PowerPoint, Outlook, Publisher, One Note...)
- Microsoft Project
- Primavera
- Matlab
- Simulink
- Microsoft Essential Business Server 2008 (Both Standard and Premium)
- Adobe Photoshop CS4 (Certified)