

Zuheir Taha

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PROFFESIONAL SUMMARY

Goal-Oriented sales executive with 7 years of experience in sales. Proven leader with excellent salesmanship, negotiation and closing skills. Highly motivated, competitive, and organized individual. Able to multitask and work under pressure to reach target objectives with enthusiasm and humor.

CORE SKILLS

- Microsoft Office (Advanced)
- Leadership
- Communication and negotiation
- Problem-Solving
- Inventory Control
- Market research
- Data Management
- Strategic Planning

EDUCATION:

October 2020	Social Media Marketing Certificate by Facebook
May 2019	Master's in Business Administration (MBA) Lebanese American University, School of Business
May 2015	Bachelor's in Business Management Lebanese American University, School of Business

PROFESSIONAL EXPERIENCE:

German Rent a Car – Abu Dhabi, UAE

October 2020 – September 2022 **Sales Executive**

Drove sales by actively seeking out prospects and pursuing sales opportunities.

- Increased revenue by implementing effective sales strategies in sales cycle process from prospecting leads to closing deals.
- Cultivated and secured new and existing customer relationships.
- Conducted reports for areas needing improvements.
- Demonstrated strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.
- Researched sales opportunities and possible leads to exceed sales goals and increase profits.

Doctors Without Borders/Médecins Sans Frontieres (MSF) – Remote

October 2021 – August 2022 **Data Migration Consultant**

Managed, organized, and analyzed data to give clear and accurate conclusions.

- Ensured complete data and thorough data collection and data entry.
- Cleaned data for information to be carried from one system to another accurately and effectively.
- Ensured compliance with regulatory requirements and guidelines for all migrated data.

Ground Zero S.A.R.L – Beirut, Lebanon

February 2017 – August 2020

Sales Executive

Ran the day-to-day sales operations and met sales targets through effective planning and supervision.

- Hit sales target successfully by effectively managing the sales team.
- Identified opportunities to reinforce the store's brand through administration & Inventory Management.
- Identified emerging markets and market shifts while being fully aware of new products and competition status.
- Met with customers to discuss their evolving needs and assessed the quality of the relationship.
- Resolved customers complaints and problems.

November 2015 – January 2017

Operations Manager

Oversaw the operational activities at every level of the production process.

- Ensured that service delivery standards are maintained.
- Controlled and managed the level of in-store inventory as well as new products.
- Looked over the clients' needs on regular basis.
- Managed bid preparation, pricing, and activities for all project tenders.

COMMUNITY ACTIVITIES

2016 – Present

Beirut Marathon Association Coordinator

- Manage lists of runners and ensure they are kept up to date.
- Liaise with the registration team to pull out race results for Elite runners.

LANGUAGES

- English (Fluent)
- Arabic (Native Language)

PERSONAL INFORMATION

- Marital Status: Single
- Nationality: Lebanese
- Date of Birth: 16 march 1994

(References available upon request)