

Rabih Antoun

Date of Birth: May 28, 1982
Nationality: Lebanese
Marital Status: Single
Contact Details: Mobile: +9613117186
Email: rabih.s.antoun@hotmail.com
LinkedIn: <https://www.linkedin.com/in/rabih-antoun-sales-marketing/>



Objectives

To obtain a position in the Sales & Marketing department, where I can utilize my management and customer relationship skills, and implement it into the Digital Marketing World to make a positive impact towards the success of the organizational goals and objectives with the opportunity for personal growth and performance-based advancement.

Employment Overview

Its Communications Sep 2022	Social Media Marketing Inter <ul style="list-style-type: none">• Develop, implement and manage social media channels• Manage and oversee social media content• Measure the success of social media campaign• Use social media marketing tools• Work with copywriters and designers• Monitor SEO and user engagement and suggest content optimization	LEBANON
CDPM certificate 2022	Certified Digital Marketing Professional CDMP 2022 course with DMI Ireland, and as part of my Digital Marketing growth and to gain fast experience I'm tackling Certificates in a useful, fun, and educational way with Hub Spot and Skill Shop academies to better prepare my Digital Marketer persona into the real world (check LinkedIn page Licenses & certifications)	
Nov 2013- Aug 2020 Sep 2020 – (Freelance)	Al Furat for Tobacco (UAE) Marketing and communication coordinator <ul style="list-style-type: none">• research market for opportunities, analyze products, competitors• Data collection and compare prices, samples, quality• trade fair project management (Germany, Bulgaria, UAE)• follow up on leads and contract negotiations• promotional items for clients to help increase sales• Prepare sales reports and presentations• Website/social media content updates and digital marketing activities• marketing tools (reports, promotional items, social media content creation)• sales pipeline, expenses, clients (emails, phone calls, meetings.)• Follow up on purchases and make sure orders are produced and delivered• Follow up on inventory to make sure stock is up to date• Liaise with suppliers and factories in an efficient and effective way	LEBANON/UAE

March 2012-Jul 2013	ENTOTOX Qatar Public Health Pest control services Operation/Business Development manager	QATAR
	<ul style="list-style-type: none"> • Handle most of the legal and logistics needed • Set up the office in Doha, products, office equipment, labor, cars, visuals • Train the technicians on NPMA standards for pest control • Physical training on pest control treatments and methods on different premises • CRM BIG solution for data entry, quotations, orders, accounting, reporting and analysis • Implement ISO standards and documentations • Meet with potential customers at their residences • Make sales presentations and explain pest problems, answering questions and offer solutions • Analyze the market and target the Hospitality sector, residential, Hospitals, others • Collect quotations from competitors for a better price strategy 	
Nov 2010 – Feb 2012	UNICO s.a.l Manufacturer of Stainless Steel 18/10 Regional sales (Middle East/Africa)	LEBANON
	<ul style="list-style-type: none"> • Manage the Hospitality sector in Lebanon and the Middle East, UAE, KSA, Kuwait • Work with the retail sector, supermarkets • Conduct market research • Ensure best sales practices to meet customer needs and expectations and capitalize on growth • Prepare for exhibitions in Lebanon and abroad • Represent the company in major events such as Gulf Foods, Horeca • Ensure best sales practices to meet customer needs and expectations and capitalize on growth • Promote new items for current and future clients • Ensure best sales practices to meet customer needs and expectations and capitalize on growth 	
Nov 2008 – Oct 10	Bach Snack S.A.L (distributors of semi-finished products) Export/Sales Executive	LEBANON
	<ul style="list-style-type: none"> • Conclude new sales deals and increased market shares: exceeded set sales targets by 30% in 6 months • Organize all customer's files and figures • Assist with product selection and in developing strategies for clients • Process payments • Arrange delivery dates for larger quantities • Deal with customers complaints • Represent the company outside the local territories: Syria, Kuwait, • Provide product illustrations and explaining detailed product features and benefits • Coordinate with Quality Assurance and Operation Departments • Develop and maintain knowledge and remaining updated on industry trends/competitors • Prepare and distribute illustrations, PowerPoint presentations and conduct statistics 	
Feb-2008- Oct 08	Gulf Facilities General Trading and Contracting Co Marketing Coordinator	Kuwait
	<ul style="list-style-type: none"> • Handle customer orders via online system with • Work with International companies such as Greenheck and Perma pipe • Prepare presentations for potential projects 	

Dec 2007 – Feb 08	Fidus (part of S.G.B.L Bank) Trainee in: Accounting, Back office, Front office	Lebanon
Education		
University	A.U.S.T University B.S. Business Management 2007 Final Project “Drive Thru coffee shop “	Lebanon
School	BAC 2 – Experimental Science 1999	Lebanon
Training Courses	Management Mix <ul style="list-style-type: none"> • Excellence in Selling Techniques New Horizons <ul style="list-style-type: none"> • Effective time management • Practical leadership skills • Digital marketing and Social media 	(2011) (2017) (2018) (2019)
Hub Spot and Skill shop certificates available on LinkedIn Link in Bio		(2021/22)
Computer Knowledge	Microsoft Word, Excel, Microsoft Project, Windows 2000/3&XP, 7, Peach 3, Accounting Software, Noria, BIG software, Google Ads, Social media tools	
Hobbies	Basketball, Swimming, Rugby, Drawing, writing poems, Outdoor activities, Traveling (countries I visited UAE, Jordan, KSA, Qatar, Kuwait, USA, Cyprus, Greece, Spain, Portugal, Holland, France, Sweden, Italy, Belgium, Germany, Austria, Bulgaria, China, Turkey)	