



Ramy Jarjour

Expert with a diverse background, skilled in driving operational excellence across multiple industries, including sales, and fostering collaborative team dynamics.

Professional Summary

Seasoned professional with a rich and diverse background, encompassing success in insurance sales, restaurant management, virtual assistance, theological studies, and internet technology. My journey reflects a blend of strategic sales acumen, leadership in restaurant operations, virtual assistance success, theological insights, and technical proficiency. Committed to continuous learning and growth, I am poised to leverage this unique skill set, bringing a wealth of experience to influence and contribute to any team or organization positively.



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Jal el Dib -Lebanon



Professional Experience

Insurance Sales Consultant – MetLife – Zalka

2023–Present

- Actively prospected, and generated leads through diverse channels including cold calling, email outreach, targeted marketing campaigns, and leveraging social selling techniques, and converted them into sales opportunities, consistently meeting and exceeding sales targets by effectively promoting MetLife insurance products, including life insurance, corporate health insurance, retirement planning and other plans.
- Built and nurtured lasting relationships with both existing and potential clients, providing tailored solutions and exceptional customer service, resulting in increased client retention and satisfaction.
- Conducted thorough needs analysis to understand clients' financial situations and goals, providing informed recommendations and advice that led to improved client decision-making.
- Developed and implemented innovative sales strategies in collaboration with the sales team and managers, resulting in increased market penetration and sales growth.
- Developed and executed strategic plans to expand the company's B2B client base and increase revenue streams.
- Managed B2C insurance sales operations, demonstrating expertise in understanding and meeting individual customer needs.
- Actively engaged in continuous learning and skill development, participating in training to enhance sales techniques, product knowledge, and personal development.

Assistant Manager – Anthony's Diner – Antelias

2023-2023

- Played a key role in daily restaurant operations, including staff supervision, training, and scheduling, contributing to an efficient and cohesive team environment.
- Implemented effective customer service strategies, leading to a significant improvement in customer satisfaction scores and repeat business.
- Demonstrated strong leadership skills by overseeing the front-of-house and back-of-house operations, ensuring seamless coordination between kitchen and serving staff.
- Provided assistance with financial aspects, including tracking sales and expenses, to support effective budget management and financial planning processes.
- Collaborated with the management team to develop and implement marketing initiatives and promotions, resulting in increased foot traffic and revenue.

Virtual Assistant for Author – Freelance – Remotely from Lebanon to the United States <ul style="list-style-type: none"> • Collaborated with an American author of Lebanese descent in strategizing and executing a targeted outreach campaign to literary agents. • Drafted and sent personalized emails to potential agents, showcasing the author's book with a compelling pitch. • Successfully secured sponsorship from a reputable literary agent, facilitating the author's entry into the publishing industry. • Demonstrated effective communication skills and strategic thinking in navigating the agent selection process. 	2021-2021
Seminarian – Maronite Mariamite Order – Lebanon and Italy <ul style="list-style-type: none"> • Completed rigorous coursework in Theology, gaining a comprehensive understanding of religious history, philosophy, doctrines, and morality. • Engaged in volunteer work and community service in Lebanon, Italy, and France. • Organized and cataloged the seminary's library, which included creating a digital catalog for efficient book management. • Gained experience in public speaking and effective communication by giving sermons, leading discussions, and addressing congregations. • Participated in safeguarding seminars for children and the elderly. 	2016 – 2023
Internet Technician – Sodeltel – Jal el Dib <ul style="list-style-type: none"> • Installed and configured internet networks for residential and business customers. • Diagnosed and resolved Internet connectivity issues, ensuring customer satisfaction. • Performed Data Entry tasks, and accurately managed and updated customer information in the system. • Provided technical support and assistance to customers, responding to their Internet-related requests and concerns. 	2010 – 2015



Education

Master's in Project Management Università Niccolò Cusano (UNICUSANO) – Roma, Italia	2023-2024
Bachelor in Theology Pontificia Università Lateranense (PUL) – Roma, Italia	2018-2023
Bachelor in Financial Engineering (Not completed: 62/99 credits) Notre-Dame University (NDU) – Zouk, Lebanon.	2010-2013



Languages

Native in Arabic.
 Fluent in French.
 Fluent in English.
 Fluent in Italian.



Skills

Sales and Prospecting.
 Relationship Building.
 Innovative Sales Strategies.
 Financial Management.
 Microsoft Office Suite.
 Communication and Outreach.
 Leadership and Management.
 Technical Proficiency.
 Adaptability.
 Customer Service Excellence.
 Omega POS Software.
 Continuous Learning.