

# Fadi Nehme



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## Portfolio BD Manager

With over 18 years of experience in deploying and selling a diverse range of products and software solutions to large enterprises, I have demonstrated expertise in leading strategy, marketing, and commercial management. My background encompasses roles in Sales & marketing, Product management, Facilitation, Customer relationship management and Negotiation.

### Skills

#### Play to win

- Able to penetrate accounts and build excellent customer relationships.
- Agile team player with expertise in presales, design and delivery of customer projects.
- Competitive entrepreneurial spirit.

#### Communication

- Develops trust with customers on both technical and commercial levels.
- Creates and develops leads, then generates a clear funnel.
- Presents at the executive level (CTO/CIO).

#### Solution design

- Generalist able to simplify complex architectures with high-level designs.
- Can provide innovative solutions to adapt to customers’ business needs.

#### People Management

- Mobilizes the energies, skills and motivations of each stakeholder.
- Agile project management experience.

#### Bid Management

- Proven ability to implement and manage tenders.
- Autonomous in the development and negotiation of contracts.

### Experience

#### Account Manager at Middleware Data Systems/ITG - Holcom (Lebanon)

##### December 2022- Till Present

As an account manager in sales and marketing, my primary responsibility is to manage a portfolio of client accounts and ensure their success through effective relationship building and strategic planning. I work closely with cross-functional teams including sales, marketing, and product to identify opportunities for growth and up sell.

- Built and maintained strong relationships with clients.
- Developed and executed strategic account plans to identify opportunities for growth and up sell.
- Collaborated with cross-functional teams including sales, marketing, and product to ensure client success and drive revenue growth.

#### Business Development Consultant at Sycurus/ITG - Holcom (North Africa, Levant & Qatar)

##### December 2021–December 2022

Execute the company’s sales strategy and achieve established sales targets by identifying business opportunities through account prospecting and profiling. Responsible for managing Major Bids (i.e. complex tenders or contracts), Focus on IT outsourcing for large companies, Manages teams of specialists

- Developed new leads and manage existing accounts (premise visits, networking, lead generation)
- Thoroughly assessing the customers’ needs and presenting an appropriate sales solution to assist the customer in recognizing the technological and business need of the new products and their advantages.
- Provide effective sales presentations and product demonstrations to prospective customer management.
- Train customers on the product features and functionality & develop Product ‘Brand Awareness’ and market education.

#### Senior Account Manager at TeleTrade Communication/TechTrade Business Systems (Lebanon)

##### November 2017- Till November 2021

- Reporting to the head of Operations and services and supervising up to 4 resources for deployment of Systems, Controls, and Policies to enhance the quality/effectiveness of strategic goals and operational efficiency.
- Negotiated contracts for the provision of Telco services.
- Analyze customer needs, design Turn-Key solutions & manage the project (plan - build - handover) until sign-off.
- Involved in providing consultations and support to new business pitches to leverage the quality of services to clients.
- Accountable for Planning, Designing, and overseeing the implementation of Solutions to respond to the changing business processes.

#### Business Development Manager at SDT International (Service Design Technology) Consultancy Engineering Firm (Lebanon – KSA - Africa)

##### February 2016 – Till October 2017

- Managing the entire sales circle
- Researching, planning, and implementing new target market initiative
- Setting goals and development plans for business and revenue growth
- Developing presentations, quotes and proposals accounts for prospective clients
- Understanding and studying the market’s competitive
- Participating and attending events and exhibitions

Purchasing & Logistic Manager for eight months contract at NN Electrical & Mechanical International Company (Africa- Ghana Accra)

June 2015 – December 2015:

- Controlling the procurement department and maintaining good relationship with the suppliers
- Supplier evaluation and selection
- Checking the delivery of suppliers’ products and arriving on time at sites according to company policy and procedures
- Handling shipment’s origins papers and arrival status, flight and accommodations reservation, immigration legal papers for all employees, hospital papers, car maintenance...
- Collaborating with colleagues across departments to identify system need, and process bottlenecks, and to develop unique solutions to enable more timely, efficient, and accountable operations.

Sales Representative at TeleTrade Communication/TechTrade Business Systems (Lebanon)

November 2010 – June 2015

Education

- Lycée Français – Mathaf -Lebanon
- Notre Dame de la Delivrande –Jamhour - Lebanon
- MEC – Jamhour High school - Lebanon

Licenses & Certifications

- Sales Pedigree program public (**Wydner Coaches** certificate)
- Effective Leadership (**HP Life** certificate of completion).
- Generative AI For Business Leaders (**Akriti E-Learning Academy** certificate of completion)
- Executive Diploma in Business Management (**MTF institute management, Technology & Finance** certificate of completion).

Languages

Arabic (Native), French, and English (bilingual proficiency)

References

Recommendations and references may be presented upon request