

Robert Halabi

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Sales Consultant

A sales-focused consultant with +3 years of experience across Asia, Europe and the Middle East, supplying data-driven and personalized sales solutions to high-profile clients and companies. I excel at building client relationships, presenting products, features and services effectively and negotiating beneficial deals. I am an ambitious and result-oriented professional with demonstrated success.

SKILLS

Leadership, Excellent written and verbal Communication, Entrepreneurial spirit, Problem Solving, Relationship Management, data analysis, French, English, Arabic

WORK EXPERIENCE

DocShipper Asia Group Co., Ltd • Hong Kong • 04/2023 – Present

Sales Consultant (Promoted) • Full-time

- Increased New Market and Industry expansions located in the US, France, Lebanon and GCC countries.
- Achieved 120% of sales targets for six consecutive months.
- Worked in close coordination with the sales team and other departments to devise and optimize sales strategies and tactics, sharing valuable insights and feedback.
- Engaged with an average of 60 clients per day, providing tailored product and service recommendations

Sales Development Representative • Full-time

- Overachieved monthly targets, such as conversion rate, calls per day and other KPIs by more than 50%
- Conducted research to identify prospective leads and accounts, leveraging various channels, such as cold calling, email campaigns, social media, and industry events.
- Scheduled meetings, product demos, and follow-up calls for the sales team to further nurture and convert leads into customers. I was able to convert +300 cold leads into potential clients in 4 months.

Beirut Living • Beirut • 12/2022 – 04/2023

Sales Agent intern • Internship

- Achieved more than 60% of the data collection target, entering more than 300 products into the CRM in 3 months.
- Used Salesforce as a customer relationship management (CRM) tool to streamline data management and logistics.
- Engaged in cold calling, follow-ups, and negotiations with clients and owners to facilitate the wholesale process.

Ksara Winery • Beirut • 09/2022 – 12/2022

E-Commerce and Sales associate intern • Internship

- Conducted market research on various wine shops, distributors, and restaurants in Europe and Asia.
- Responsible for online brand sales and the maintenance of a consistent image and message on the internet, particularly on the company's website and E-commerce store.

Elite Connexion • Bordeaux, France • 02/2022 – 06/2022

Sales and Marketing representative intern • Internship

- Developed SEO techniques such as meta descriptions, alt text, and meta tags using WordPress.
- Managed customer accounts to provide effective solutions, thereby enhancing agency value.
- Offered professional advice and answers to clients whilst scheduling appointments.
- Promoted the website on various social media platforms, including Instagram, LinkedIn, and Facebook.
- Conducted market analysis to identify new business opportunities and expand the existing customer base.

EDUCATION

Master in Management 1, Erasmus Program in Management

KEDGE Business School • Bordeaux, France • 09/2021 – 06/2022

Bachelor in International Business

University of Groningen • Groningen, The Netherlands • 09/2018 – 06/2021

French Baccalaureate in Social Economics

College Louise Wegmann, Beirut • Beirut • 09/2016 – 06/2018

CERTIFICATIONS

Content marketing and social media certification

HubSpot

Search and Display certification

Google Ads

Sales Development Representative Certificate

Coursera

PROJECTS

SolarPlug • 09/2022 – 12/2022

Shopify

Founded my own E-commerce store on Shopify to provide solar power solutions

Bachelor Thesis • 01/2021 – 05/2021

University Of Groningen

Quantitative study thesis: How does cultural distance influence the marketing strategies of the sports industry ?