

Samer Fawaz

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Professional Summary

Results-driven Partnerships Manager with 7+ years of experience in strategic account management, sales enablement, and digital transformation. Proven track record of driving business growth, fostering long-term relationships, and delivering exceptional customer success. Skilled in navigating complex sales processes, identifying innovative solutions, and achieving revenue targets across diverse industries. Multilingual professional adept at cross-cultural communication and international business development.

Professional Experience

Partnerships Manager, Plug and Play | Dubai, UAE **January 2023 - Present**

- Secured \$550K in revenue by implementing retention strategies for two strategic accounts
- Boosted proposal value by 25% through developing targeted strategies for Enterprise and Government clients
- Optimized Salesforce utilization, improving forecast accuracy and opportunity closure rates by 30%

AstroLabs | Dubai, UAE

Jun 2021 - December 2022

Partnership Lead

- Drove \$750K YoY growth for Enter to KSA services by implementing strategic partner enablement initiatives
- Developed and executed comprehensive sales enablement strategy, enhancing partners' familiarity with Enter to KSA services
- Spearheaded launch of new services based on client feedback, strengthening overall value proposition

Account Manager

- Generated \$220K in new business through cross-functional collaboration strategies
- Conducted in-depth market research, providing actionable recommendations to senior leadership for go-to-market plans
- Increased pipeline and revenue streams by fostering collaboration between operations and marketing teams

Digital Transformation Manager, CMA CGM | Marseille, France

Dec 2019 - May 2021

- Directed digital transformation initiatives for global leader in shipping and logistics.
- Engineered digital strategy for cargo visibility, driving 70% improvement in customer experience
- Led LATAM digital initiatives, reducing theft by 55% and elevating customer satisfaction scores by 65%
- Presented innovative tech solutions to C-suite, resulting in 30% increase in digital project adoption

Business Development Representative, Bank Misr Liban | Beirut, Lebanon

Sep 2017 - Dec 2018

- Drove business expansion and operational enhancement for Lebanese bank's West African operations.
- Secured \$500K+ in closed deal revenue and cultivated \$4MM sales pipeline from new business initiatives
- Optimized E-banking solutions, increasing digital transaction volume by 45%

Co- Founder, Seven Management | Beirut, Lebanon

Oct 2012 - Jul 2016

- Founded and operated a successful event management company specializing in large-scale productions.
- Secured \$750K in sponsorships through strategic negotiations and partnership development
- Consistently achieved 60,000 monthly event attendees, outperforming industry averages by 40%

Education

Master in International Business and Digital Transformation | IE Business School | Madrid, Spain, **(2016)**

Bachelor of Business Administration | Glion Institute of Higher Education | Montreux, Switzerland, **(2012)**

Certifications

Google Digital Garage - Fundamentals of digital marketing
Amazon Web Services - Cloud Practitioner (Second Edition)
Inbound Sales – HubSpot
McKinsey Forward Program

Languages

Arabic (Native), English (Fluent), French (Fluent), and Spanish (Beginner)