

# RAMI AL-HOSS

## RECRITMENT TEAM LEADER

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📍 Beirut, Lebanon

## ABOUT ME

A senior-level business management professional with two years of experience leading a GCC-based team of eight in account management and sales. Proven ability to deliver targeted training programs that enhance team performance and drive business results. Fluent in Arabic, English, and French with exceptional communication and leadership skills.

## EDUCATION

### BACHELOR OF SCIENCE

AUL  
2020

Business Administration

### HIGH SCHOOL DIPLOMA

Saint Mary's Orthodox  
College  
2012

## SKILLS

Leadership Development

Account Management

Sales Training

Recruitment Strategy

Team Performance  
Management

GCC Market Expertise

## WORK EXPERIENCE

### GCC TEAM LEADER | Pipa Media | Nov 2021 - Present

- Lead and manage a team of 8 recruiters across the GCC, driving the full recruitment lifecycle for diverse roles.
- Delivered comprehensive training in account management and sales techniques, boosting team productivity by 20%.
- Developed strategic training plans to align team goals with business objectives, ensuring high performance and client satisfaction.
- Fostered a collaborative team environment, promoting continuous learning and professional development.

### OFF SHORE RECRUITMENT | We Do Solutions | Jun 2020 - Feb 2021

- Spearheaded recruitment initiatives targeting international markets, specializing in talent acquisition for roles in the GCC region.
- Developed and executed tailored recruitment strategies using online job boards, social media platforms, and referral programs.
- Successfully recruited high-quality candidates for various industries, enhancing client satisfaction and retention.
- Provided remote training and onboarding support to ensure smooth integration of new hires into client companies.

### SALES ASSISTANT | GS | May 2019 - Dec 2019

- Assisted the sales team in daily operations, ensuring a seamless customer experience.
- Delivered high-level customer service, contributing to increased customer retention and satisfaction.
- Supported the sales team in achieving their targets by managing product inventory, handling transactions, and addressing customer inquiries.
- Participated in product training sessions, gaining in-depth knowledge of the products and sales techniques.

### SALES MANAGER | New House Stores | Mar 2018 - May 2019

- Led a high-performing sales team, providing ongoing coaching and training in customer engagement and sales strategies, resulting in consistent achievement of revenue targets.
- Collaborated with senior leadership to define sales targets and implemented training programs to improve the team's selling skills.

**OUTDOOR SALES CONSULTANT** | *MetLife* | *Aug 2017 - Aug 2018*

- Drove sales by actively engaging potential customers outside of traditional environments, promoting insurance products tailored to client needs.
- Delivered sales presentations and conducted product demonstrations to educate prospects on the benefits of MetLife offerings.
- Achieved top sales performance through persistent networking and relationship-building, exceeding monthly targets consistently.
- Provided training to new sales consultants, sharing best practices and sales techniques to enhance team performance.

**CUSTOMER SERVICE REPRESENTATIVE** | *GC LAU MODEL UN*  
| *Apr 2015 - Mar 2016*

- Developed conflict resolution, leadership, and communication skills through customer service and role-playing activities at the LAU Model UN.
- Assisted in coordinating events, ensuring smooth operations and positive participant experiences.
- Worked with diverse teams to resolve participant issues, maintaining high levels of satisfaction.
- Participated in leadership training sessions, enhancing public speaking and diplomatic skills.