



# SAMI JUNIOR BARDAWIL

## SALES DEVELOPMENT EXECUTIVE

### CONTACT

- +96171998798
- sjuniorbardawil@gmail.com
- Mtayleb, 28 street, Building 1046, Lebanon
- 16 June 1997

### EDUCATION

- 2016-2019  
HOLY SPIRIT UNIVERSITY OF USEK
- B.A Management

- 2002-2015  
LYCEE NAHR IBRAHIM

### SKILLS

- Supply Chain Optimization
- Active Listener
- Teamwork
- CRM Tools: Pipedrive, Zoho, Notion
- Excellent customer service
- Effective Communication
- Global Sales Expertise

### LANGUAGES

- English (Fluent)
- French (Fluent)
- Arabic (Native)

### PROFILE

Dynamic and results-driven professional with extensive experience in Sales, Customer Success, and Customer Satisfaction across diverse industries, including Logistics, Database Management, and B2B Sales. Proven ability to build and maintain strong relationships with clients, drive revenue growth, and ensure high levels of customer retention. Adept at identifying customer needs, delivering tailored solutions, and optimizing customer experiences to achieve both business and client success. Strong communication, negotiation, and problem-solving skills with a deep understanding of cross-industry challenges and opportunities.

### WORK EXPERIENCE

- DocShipper** **Beirut** 2022 - PRESENT  
Sales Development Representative
  - Prospected B2B leads worldwide in need of logistics solutions by air, sea, or land, targeting companies across various industries and regions to drive new business opportunities.
  - Spearheaded market expansion into new regions including the US, France, Lebanon, and GCC countries, contributing to significant business growth and increased market presence in these key areas.
  - Managed the conversion of prospects and client inquiries, transferring qualified leads and shipping project inquiries to account executives, ensuring smooth transitions and higher conversion rates.
  - Developed and implemented logistics strategies that improved operational efficiency, optimized shipping processes, and led to reduced costs for clients, contributing to long-term business success.
- Medworks** **Hazmieh** 2021-2022  
Business Developer
  - Prospected new business through comprehensive mapping, planning, and outreach strategies, generating a robust pipeline of potential customers and driving new business opportunities.
  - Provided Personal Protective Equipment (PPE) such as surgical masks, medical gloves, and nitrile gloves to B2B clients, primarily in France, overseeing the entire process from procurement to final product delivery to the consignee.
  - Surpassed monthly performance targets by over 50%, consistently exceeding key metrics including conversion rates, calls per day, and other critical KPIs, demonstrating a strong ability to meet and exceed sales goals.
- 5Index** **Sin-El-Fil** 2016-2021  
Senior Customer Success
  - Conducted in-depth research to gather comprehensive company information, followed by thorough phone call verifications to ensure data accuracy and integrity.
  - Implemented customer success KPIs to track key metrics such as satisfaction, retention, and loyalty, analyzing data to derive actionable insights and drive continuous improvement in customer experience.
  - Provided database solutions via an online database platform for a diverse range of industries, including digital, insurance, cleaning services, and other sectors in Lebanon, ensuring tailored solutions that met specific client needs.

### REFERENCE

**Charley Hochet**  
CFO of DocShipper  
Phone: +44 7400041212  
Email: charley.hochet@docshipper.com

### ACTIVITES

**Sport**  
Electro Music  
Traveling  
Video Games