

Hady Chahrour | Sales Consultant

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PROFILE SUMMARY

Experienced insurance and sales consultant with a proven track record of success in driving revenue growth and providing exceptional customer service. Possessing in-depth knowledge of insurance products, policies, and regulations, with a strong ability to analyze client needs and recommend tailored solutions. Skilled in building and maintaining client relationships, negotiating contracts, and closing sales to meet and exceed targets. A results-oriented professional with excellent communication, presentation, and problem-solving skills, dedicated to delivering value and ensuring client satisfaction. Seeking opportunities to leverage my expertise and drive business success in the insurance and sales industry.

WORK EXPERIENCE

Allianz SNA Lebanon, Insurance Sales Consultant Jan 2025 – Present

- Developing and implementing sales strategies to achieve targets and increase revenue.
- Identifying and prospecting potential clients to generate leads and build a client base.
- Conducting thorough needs analysis and recommending appropriate insurance products to meet clients' requirements.
- Providing personalized advice and guidance on insurance coverage options, terms, and conditions.
- Preparing and presenting insurance proposals to clients, explaining coverage details and premiums.
- Handling client inquiries, resolving issues, and providing exceptional customer service.
- Collaborating with underwriters and other team members to ensure timely processing of insurance policies.
- Maintaining accurate records of client interactions, sales activities, and policy information.
- Keeping up-to-date with industry trends, product knowledge, and regulatory requirements.
- Participating in training programs and professional development opportunities to enhance sales skills and knowledge.

Chahrour Motors, Business Owner Jan 2023 – Present

- Successfully managed all aspects of the car dealership's operations, including financial management, budgeting, & strategic planning.
- Developed & implemented effective sales strategies, resulting in increased revenue & customer base.
- Provided exceptional customer service, handling inquiries, resolving issues, & maintaining high levels of customer satisfaction.
- Creating & executing sales & marketing strategies to attract customers.

EDUCATION

Lebanese International University

Bachelor's Degree in Business Studies
Emphasis in Banking & Finance

May 2023

TECHNICAL SKILLS

Prospecting and Lead Generation | Contract Negotiation | Sales Forecasting | Client Relationship Management | Market Research Analysis

LANGUAGES

- Arabic: Native
- English: Fluent
- French: Basic

CERTIFICATES AND AWARDS

- First Aid Course – Lebanese Red Cross
- Automotive Mechanics and Electricity from Vocational Development and Guidance Association
- Lebanese Baccalaureate

COMPUTER LITERACY

- Microsoft Dynamics
- Microsoft Outlook
- Microsoft Suite (Word, Excel, and PowerPoint)
- Adobe Acrobat Pro
- ERP - SAP