

TAHA BAKARAKI

SALES ENGINEER

Phone: +961-71 617 088 | **Email:** taha20bakaraki10@gmail.com **Address:** Beirut - Lebanon

A proactive and result-driven professional with a versatile background in sales, business development, project management, and telecommunications engineering. Proven ability to drive business growth, manage complex projects, and build lasting client relationships. Skilled in market analysis, strategic planning, and contract negotiations. Combines technical background with strong business acumen to deliver innovative solutions and achieve measurable results.

WORK EXPERIENCE

Commercial Intern | GE Vernova, Beirut – Lebanon (July 2024 – October 2024)

GE Vernova is the energy division of General Electric (GE) dedicated to providing energy solutions across various sectors, such as power generation, renewable energy, and digital services.

- Conducted market research and analysis to identify and evaluate potential business opportunities in the Iraq energy sector.
- Collaborated with cross-functional teams to develop and refine commercial proposals, contracts, and sales documentation.
- Supported customer engagement initiatives by facilitating effective communication and assisting in negotiations to drive successful outcomes.
- Contributed to internal reports and presentations, tracking sales performance, analyzing market trends, and forecasting future opportunities.
- Played a key role in supporting the sales team by providing actionable insights and streamlining processes to enhance efficiency.

Sales Executive | RE/MAX Experts, Tripoli – Lebanon (May 2022 - June 2024)

RE/MAX Experts is a leading real estate agency based in Tripoli, Lebanon, specializing in the sale and rental of various property types, including residential, commercial, and land plots.

- Successfully negotiated and closed property sales, achieving favorable outcomes for clients while meeting and exceeding company revenue targets.
- Conducted in-depth market analysis to identify business opportunities and drive strategic growth initiatives.
- Developed and executed up-selling strategies, resulting in increased revenue and enhanced client satisfaction.
- Managed complex real estate transactions end-to-end, from market research and prospecting to contract negotiations and finalizing deals.
- Cultivated strong relationships with clients and partners, fostering trust and driving long-term business growth.
- Monitored and supported agent performance, providing guidance and actionable feedback to help achieve sales objectives.

Business Development Manager | Vivadoo, Tripoli - Lebanon (October 2023 – June 2024)

Vivadoo A leading online classifieds platform in Lebanon, offering a marketplace for buying, selling, and trading a wide range of items and services.

- Conducted comprehensive market research to identify potential clients, new business opportunities, and areas for market expansion.
- Spearheaded efforts to increase market share and drive revenue growth in the advertising industry by identifying and pursuing strategic opportunities.
- Developed and executed strategic plans to onboard advertisers, vendors, and partners, broadening the platform's offerings and user base.
- Analyzed user behavior, industry trends, and competitor strategies to inform business decisions and enhance platform competitiveness.
- Built and maintained strong, long-term relationships with key clients and partners, ensuring high levels of customer satisfaction and retention.

Project Manager | Thales IT, Tripoli Lebanon (July 2023 – June 2024)

Thales IT is a leading technology company, specializing in web development and digital solutions.

- Led a team of 7 **developers**, driving collaboration, productivity, and successful project execution.
- Partnered with clients to align project outcomes with their vision and goals.
- Managed contracts end-to-end, including drafting, negotiation, and execution, securing favorable terms.

- Oversaw project budgets to ensure financial efficiency and resource alignment.
 - Reported to the CEO with regular updates on project progress, team performance, and key milestones.
- Delivered weekly presentations to stakeholders, highlighting progress, achievements, and results.

Telecommunications Engineer – Intern | Ogero, Lebanon (June 2021 – September 2022)

Ogero is Lebanon's state-owned telecommunications provider, offering fixed-line telephony, and broadband internet, and serving as the backbone for the country's telecom infrastructure. and

- Installed, configured, and maintained communication equipment, ensuring seamless operations.
- Conducted testing and implementation of communication protocols and technologies to enhance network performance.
- Assisted senior engineers in designing communication infrastructure and optimizing network layouts.
- Configured and troubleshooted hardware to support reliable connectivity and system functionality.
- Provided hands-on support for installation and maintenance projects, contributing to operational efficiency.
-

Beirut Arab University, Tripoli | Semester Intern - Marketing (January 2022 – April 2022)

- Gained hands-on experience in marketing and sales, focusing on targeted strategies to drive engagement and achieve objectives.
- Contributed to the creation of promotional materials and awareness campaigns aimed at enhancing visibility and brand recognition.
- Collaborated with the marketing team to implement innovative strategies that aligned with organizational goals and market trends.
- Conducted research to identify target audiences and optimize campaign effectiveness.

EDUCATION

Rome Business School - Remote: Rome-Italy.Masters in International Project Management: Expected , September 2025

Beirut Arab University (BAU), School of Engineering: Tripoli-Lebanon
Bachelor of Science in Telecommunication & Electrical Engineering: 2024

CERTIFICATION

Certification:

- **Alison | Sales and Negotiation Skills** (lead generation, sales calls, and closing deals) **(May 2024)**
- **Udemy - Sales Training | Practical sales techniques** including, handling objections, and closing deals **(June 2024)**
- **Dan Kennedy | Marketing Courses (Online)** (Copywriting Mastery and Sales Thinking - Contract analysis - Negotiation's fundamentals) **(April 2023)**
- **IC3 course | Completed a comprehensive IC3 course** Including (Microsoft Office Suite - MoNegotiationbile Operating Systems - Networking Fundamentals) **(January 2020)**
- **LASER | Full Stack Development Program** (Web 0 - Web 1 - NET Core – Database - Code Booster - Mobile 1 - Web 2) **(September 2019)**

ADDITIONAL INFORMATION

Skills:

- Strong Communication, Negotiation, and Time Management skills.
- Strong expertise in Customer Service, Teamwork, Adaptability, and Market Analysis.
- Experience in Contract Management, Financial Management, and Strategic Planning.
- Technical expertise in Internet Systems, Network Planning and Implementation, and 4G/5G Technologies.
- Advanced proficiency in Microsoft Office Suite (Word, Excel, PowerPoint, Outlook) and MATLAB.

Languages: English: Fluent | French: Fluent | Arabic: Native