

ELIAS ZEITOUN

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Results-driven Sales and Business Development professional with 3+ years of experience in technology-adjacent, B2B/B2C, and solution-focused sales. Proven track record in client acquisition, partnership management, and revenue growth across multiple sectors, including SaaS, ERP, logistics, and real estate tech. Skilled in CRM tools (Salesforce, HubSpot, Apollo, Notion) and tech solutions including ERP/Odoo. Passionate about technology, open-source innovation, and building scalable sales systems to drive revenue and client success.

Work Experience

CAFU LLC, Dubai

Sales & Customer Agent

Dec 2025 - Present

- Promoted CAFU's on-demand fuel delivery service by engaging customers, identifying mobility needs, and converting leads into active users.
- Supported customers using CAFU's fuel delivery platform by resolving service issues, managing requests, and ensuring a smooth end-to-end experience.

Zeal Real Estate, Lebanon

Jun 2024 – Dec 2025

Sales & Event

Coordinator, Beirut

- Managed client relationships and coordinated strategic partnerships, achieving high customer satisfaction.
- Collaborated with cross-functional teams (marketing, operations, finance) to execute large-scale projects.
- Leveraged CRM and productivity tools to track leads, manage sales pipelines, and report performance metrics.

Air Sea Land, Lebanon

Sales & Logistics Associate, Beirut

Aug 2022 - Apr 2024

- Managed import, export processes, shipments, and customs documentation for international clients.
- Maintained B2B client relationships, ensuring on time deliveries and satisfaction.
- Collaborated with operations, finance, and customer support to streamline workflows and resolve client issues.
- Tracked shipments and clients orders using logistics tools and CRMs, improving transparency and operational efficiency.

Medline Asl, Lebanon

Sales Intern, Beirut

Jun 2022 – Aug 2022

- Assisted in closing \$50K+ in shipping contracts by identifying client needs and presenting tailored solutions.
- Conducted industry research that helped optimize sales strategies, increasing prospect engagement by 30%.
- Supported senior sales teams in securing 5 long-term partnerships, contributing to growth.
- Collaborated with cross-functional teams improving customer onboarding by 20%.

Education

Al Kafaat University, Beirut, Lebanon, Bachelor in Business Management, (GPA: 3.2/4.0)

Oct 2021 - Jan 2025

Core Competencies

Skills

- **Sales & CRM:** Salesforce, HubSpot, Apollo, Notion, Slack, ERP/Odoo
- **Technical Exposure:** SaaS platforms, ERP systems, basic Linux/Open Source familiarity
- **Productivity Tools:** Microsoft Office Suite (Excel, Word, PowerPoint)
- **Languages:** Arabic (native), English (fluent), French (intermediate)
- **Other:** Solution selling, B2B/B2C account management, cross-functional collaboration, partnership development