



# Ahmad Jaber

Account manager

## CONTACT

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Tripoli, El Mina  
Date of birth:  
22/05/1996

## EDUCATION

Banking and  
finance (BAU, LIU)  
2014-2018

## LANGUAGES

Arabic (native)

English  
(professional)

French  
(advanced)

## SKILLS

- Crm (odoo, tally)
- Client management
- Complaint management
- Problem-solving
- Team collaboration
- Microsoft office suite

## PROFILE SUMMARY

Results-driven Account Manager with over 6 years of experience in sales and finance, specializing in client relationship management, strategic account development, and revenue growth. Proven ability to exceed sales targets, optimize financial solutions, and cultivate long-term business partnerships. Skilled in market analysis, contract negotiation, and the execution of innovative sales strategies. A strong communicator with extensive experience in cross-functional collaboration, business development, and customer retention. Committed to delivering exceptional service and driving success in fast-paced, competitive environments.

## WORK EXPERIENCE

Account manager 2024-present

### Smart security / Tripoli and beirut, lebanon

- Managed a portfolio of clients in the low current and renewable energy sectors.
- Ensured client satisfaction through daily support and customized solutions.
- Attended regular sales meetings and professional training (Gary Zambakjian Business School).
- Built and maintained strong client relationships to foster long-term growth.
- Negotiated prices and terms to close deals effectively.

Sales manager 2020-2024

### Green investment platform / Muscat, Oman

- Led a sales team, overseeing business development and financial performance.
- Engaged with clients to promote sustainable investment products.
- Conducted market research and presented reports to senior stakeholders.
- Played a key role in expanding the company's presence in the region.

Store supervisor 2018-2020

### J&W / tripoli, lebanon

- Oversaw daily sales operations at a car dealership and spare parts shop.
- Managed staff and ensured efficient store functioning.
- Maintained strong customer relationships and handled orders and satisfaction follow-ups.

Sales man 2017-2018

### Pilosio / beirut, lebanon

- Promoted construction materials for an Italian formwork and scaffolding company.
- Completed training in product knowledge and construction applications.
- Prospected and engaged potential clients, conducting meetings and product presentations.