

Georges Gergis

Summary

Results-driven Relationship Management and Business Development professional with multi-sector experience across logistics, technology distribution, retail, and entrepreneurship. Proven track record in partnership development, client acquisition, stakeholder engagement, and KPI-driven pipeline management. Strong ability to identify opportunities, build strategic relationships, manage key accounts, and drive measurable commercial outcomes. Experienced working with private sector companies, NGOs, institutional clients, and senior decision-makers across MENA.

Contact

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Education

- **Marketing and Sales Management Diploma (Ongoing)** | American University of Beirut (AUB)
- **Bachelor of Science in Physics** | Notre Dame University, Lebanon
 - Developed **strong analytical and problem-solving skills** applicable to **business strategy and data analysis**.

Experience

Partnerships & Business Growth Executive

IBX Logistics | May 2025 – Present

- Lead strategic employer/client acquisition across logistics, retail, industrial, trading, and SME sectors through targeted outreach and consultative relationship building.
- Build and manage a structured partnership funnel with weekly KPI reviews, pipeline forecasting, conversion tracking, and retention planning.
- Develop relationships with founders, directors, HR leads, and procurement decision-makers to secure long-term commercial partnerships.
- Played a key role in the implementation and adoption of **CargoWise Neo** at IBX Lebanon, optimizing client onboarding, workflow visibility, and service efficiency.
- Leveraged **CargoWise Neo** data and operational capabilities to strengthen client confidence, accelerate onboarding, and expand partnership opportunities.
- Coordinated with operations, finance, and regional partners to ensure high service delivery and repeat business.
- Built relationships with overseas agents, freight partners, and regional stakeholders to unlock new trade lanes and integrated logistics solutions.

Institutional Partnerships & Consultant (Part-Time)

Charly Mobiles and Accessories (IT Distributor) | March 2022 – Present

- Established and led the institutional business unit targeting NGOs, ministries, schools, universities, and enterprise accounts.
- Worked with technology vendors and institutional clients across IT hardware, telecom, and digital solution markets.
- Supported recruitment, onboarding, and internal team structuring as operations expanded.
- Developed relationships with senior stakeholders across nonprofit and public sectors leading to repeat opportunities.
- Coordinate between logistics, finance, and technical teams to ensure efficient procurement execution and delivery of awarded contracts.
- Provide strategic consulting on market expansion opportunities and operational efficiency improvements.

Core Competencies

- Decision Maker Outreach & Business Development
- Employer Relations & Account Growth
- Recruitment Coordination & Interview Scheduling
- NGO Procurement Compliance
- KPI Ownership & Funnel Management
- CRM / Pipeline Reporting
- Google Sheets / Excel Analytics
- Consultative Selling & Discovery Meetings
- Stakeholder Management
- Partnership Retention & Renewals
- Cross-Functional Leadership
- Negotiation & Closing
- Supply Chain & Logistics Coordination
- Market Mapping & Lead Generation
- Operational Excellence
- **Engineering:** Lead product demonstrations, highlight the benefits and value of our solutions, understand technical specifications, datasheets, and product documentation

SYSTEMS & TOOLS

- Google Sheets / Excel (Advanced Reporting)
- Google Workspace / Microsoft Office
- Odoo CRM
- Microsoft NAV ERP
- CargoWise Neo
- KPI Dashboards / Funnel Tracking / Pipeline Reporting

Account Executive

Al Bonian Group | January 2024 – January 2025

- Developed and executed **strategic sales plans**, increasing client engagement and driving revenue growth.
- Conducted discovery meetings, solution presentations, and stakeholder negotiations with senior decision-makers.
- Prepared financial and procurement documentation supporting purchasing decisions for enterprise and industrial clients.
- Conducted needs assessments and technical presentations to identify appropriate solutions and supplier offerings.
- Strengthened long-term relationships with corporate and institutional clients contributing to improved client retention.

Startup Founder – Business Development & Operations

The Big Bang Restaurant | January 2022 – April 2024

- Founded, launched, and scaled a startup business from concept to profitable operations.
- Recruited, interviewed, hired, trained, and managed a team of 10+ employees.
- Developed staffing plans, onboarding systems, schedules, and performance standards.
- Supervised recruitment, training, and performance management of a team of 10+ employees.
- Successfully developed and sold the business concept and brand value to an established restaurant owner.

Project Internship

German Red Cross – April 2022–October 2022

- Supported operations, reporting, and compliance documentation for humanitarian programs.
- Assisted in maintaining **asset and equipment documentation** ensuring accurate tracking and compliance with internal procedures.
- Managed data records, dashboards, and administrative workflows with strong accuracy.

VOLUNTEER EXPERIENCE

Administration Volunteer

Heart for Lebanon

- Conducted **project monitoring**, tracking indicators and measuring activity progress.
- Evaluated **beneficiary needs** and program effectiveness through **data analysis**.

LANGUAGES

- Arabic — Fluent
- English — Fluent
- French — Advanced
- Spanish — Basic

Sales Manager

Charly Mobiles and Accessories (IT Distributor) – May 2020–July 2021

- Managed **sales operations**, **trained team members**, and **optimized financial budgets**.
- Consistently **exceeded sales targets**, demonstrating strong financial acumen.
- Expanded market reach **by securing new partnerships with large corporations and NGOs**, **diversifying the client portfolio** beyond traditional retailers.
- Negotiated **sales contracts** and processed orders, ensuring seamless transactions.

Sales Representative

Abou Jaoude Mobiles and Accessories (IT Distributor) – December 2018 – April 2020

- Acquired **new clients** through networking, referrals, and cold calling.
- Assisted customers in selecting **products based on specifications and needs**.
- Provided **after-sales support**, ensuring customer satisfaction and loyalty.