

Charbel Ibrahim

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PROFESSIONAL STATEMENT

Results-driven professional with extensive experience in real estate investment advisory, ERP consulting, and client relationship management. Proven track record in managing portfolios, negotiating high-value property deals, and delivering integrated Oracle Fusion ERP solutions. Equipped with strong analytical, communication, and problem-solving skills. Seeking opportunities that allow me to leverage business expertise and technical knowledge to drive organizational growth and innovation.

WORK EXPERIENCE

Sep. 2025 - Nationwide Properties, Dubai, UAE

Jul. 2026 International Real Estate Investment Advisor

- Managed client portfolios exceeding AED 100 million, ensuring strategic growth and risk-balanced investments.
- Prospected and generated new business leads through effective cold calling and professional networking.
- Consulted with clients to align investment strategies with their goals, risk appetite, and personal preferences.
- Prepared comprehensive investment presentations and advisory reports to support informed decision-making.

Feb. 2025 - Asaas, Jal El Dib, Lebanon

Apr. 2026 Oracle Fusion ERP Consultant Intern

- Participated in full-cycle Oracle Fusion Financials implementations, gaining experience in resource planning.
- Supported testing phases and post-go-live activities to ensure smooth system functionality and user adoption.
- Collaborated with functional teams to deliver integrated ERP solutions aligned with business requirements.

Oct. 2024 - Cproperties, Jal El Dib, Lebanon

May. 2025 Senior Property Consultant

- Maintained a client satisfaction rating above 95%, consistently delivering exceptional service and results.
- Expanded the client base through effective networking, referrals, and targeted marketing strategies.
- Negotiated favorable terms for clients, achieving reduced purchase prices or maximized selling values.

Jun. 2024 - RTI Real Estate, Antelias, Lebanon

Sep. 2024 Property Consultant

- Advised clients on profitable investment opportunities within Dubai's dynamic real estate market.
- Closed the first property deal valued at AED 2 million within just two weeks of joining.

Jun. 2023 - A&K Real Estate, Jal El Dib, Lebanon

Jun. 2024 Property Consultant

- Conducted targeted farming activities in designated areas to identify and secure luxury property listings.
- Successfully listed over 200 properties within a single year, demonstrating strong market penetration.
- Negotiated favorable deals and closed transactions exceeding \$5 million in property value.

Oct. 2022 - Sécurité Assurance, Jal El Dib, Lebanon

Apr. 2023 Insurance Agent

- Maintained a 90%+ client retention rate through proactive communication and personalized service.
- Completed advanced training courses in insurance underwriting, risk assessment, and claims processes.
- Consistently exceeded upselling targets for additional coverage options to existing clients.

Jan. 2021 - Crepaway Call Center, Furn El Chebak, Lebanon

May. 2022 Customer Service Specialist

- Managed high volumes of inbound and outbound calls while maintaining service quality and efficiency.
- Identified customer needs, clarified information, and provided solutions and alternatives to resolve issues.
- Reported customer inquiries and feedback to management using CRM systems to improve service processes.

EDUCATION

2020 – 2024 Université La Sagesse, Beirut, Lebanon

Faculty of Economics and Business Administration - Accredited by FIBAA since 2024.

BS in Business Administration concentration Management Information Systems

Cumulative GPA: 3.2/4.0

2005 – 2020 Saint Coeurs Ain Najem, Mansourieh, Lebanon

Lebanese Baccalaureate in Life Science Section

CERTIFICATIONS AND WORKSHOPS

Oct. 2024 -	Udemy (online)
Feb. 2025	Cybersecurity & Cryptography: Secure Data and Networks Cybersecurity Fundamentals, AI in Cybersecurity IT Troubleshooting Management
Apr. 2022	Saints Coeurs Ain Najem, Lebanon Leadership course certificate
Nov. 2021	Cisco (online) Cybersecurity Specialist Certificate
Jun. 2018	Notre Dame University, Lebanon Computer Science Summer School

SKILLS SUMMARY

Computer Skills: Microsoft Office Suite, Zoho, Oracle, Odoo, Omega, Salesforce.

Competency skills: Client relationship management, sales negotiation, portfolio management, oracle fusion ERP, cybersecurity, risk assessment, networking, market analysis, customer service, CRM systems, communication, problem solving, adaptability, time management, analytical thinking.

LANGUAGES

Fluent in English, Arabic and French.

HOBBIES

Sports, reading and DJ.