

ELIE BHANNINY

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Objective:

A Dynamic, motivated team spirited and result oriented individual seeking skills and experience to contribute in your organization's growth and objectives in the market, able to work on own initiative and as part of a team.

Education:

Bachelor of Business Administration - Marketing

Lebanese – Canadian University LCU

Aintoura- zouk

Work Experience:

2005-2008

ITG HOLDING

HP Inside Sales Team Leader-GCC

- Develop a proven record of achieving assigned sales quota.
- Support all aspects of the relationship with assigned Partners and Distributors in the assigned area of responsibility.
- Support the implementation of sales plans developed by sales management.
- Weekly forecast
- Follow up internally to bring deals to closure.
- Salesforce Tracking.

2008- 2012
NOKIA CARE
CUSTOMER CARE MANAGER

- Providing help and advice to customers using your organisation's products or services
- Investigating and solving customers' problems
- Developing customer service procedures, policies and standards for your organisation or department;
- Training staff to deliver a high standard of customer service;
- Leading or supervising a team of customer service staff;
- Learning about your organisation's products or services and keeping up to date with change

2012- 2015
CHANNEL MANAGER
CITRIX-MEA

- Design policies and objectives for channel partner contracts and programs. Provides input for forecasting and formulating program development budgets.
- Act as a liaison to ensure that channel programs, organizational marketing, field marketing and sales activities coincide.
- Assist in analyzing channel programs and makes suggestions to increase effectiveness.
- Assists with conducting market research to identify opportunities for increased channel partnerships and sales.
- Work with inside or outside agencies to develop channel programs and program materials to increase 'sell-through' and return on investment.

2014- 2015

TERRITORY SALES MANAGER CITRIX-EMERGING AFRICA

- Manage the relationship between partner, distributor, end user Channel.
- Decision maker in granting discounts and rebates
- Weekly Forecast.
- Manage Leads.
- Follow up internally to bring deals to closure. Salesforce Tracking.
- Sort post sales escalations.

2016- PRESENT

SENIOR ACCOUNT MANAGER CAPITAL OUTSOURCING SAL

- Account manage key customer accounts within the enterprise sectors
- Oversee opportunities progression and lead through pipeline reports
- Manage Leads
- Conducted Customer presentations
- Successfully managing the overall sales cycle development and achieve sales targets
- Salesforce Tracking
- Sort post sales escalations
- Organize weekly forecast with Distributors
- Decision maker in granting Discounts & Rebates

CERTIFICATES:

- Sony CSP - 2006
- Philips CSP - 2006
- Panasonic CSP - 2007
- Samsung CSP - 2007
- Citrix Certified Sales Professional 2013 – 2014 – 2015 - 2016

Documents available upon Request