

Marie-Antoinette Arab

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Profile: Sales Professional | Operations | Customer Focus

Key Skills

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| ✓ Discipline | ✓ Persuasive | ✓ Time Management |
| ✓ Dependable | ✓ Problem-Solver | ✓ Team Player |
| ✓ Decision Maker | ✓ Planner/Organizer | ✓ Emotional Intelligence |

Professional Experience

Account Manager | Hiperdist | October 2019 till Present

- Enhance brand recognition and financial growth for HP, Kingston and Asta products.
- Retain clients' business and grow new long-term relationships, resulting in an average of 5 new clients/month.

Operation & Sales Officer | The Bee Team | April 2019 - September 2019

- Manage the administration and operation of business processes and procedures.
- Strategically map out, plan and execute projects and events covering all business units.
- Expand dealers' database by spread-heading communication increasing customer retention by 38%.

Business Administrator | Fona Dental | November 2016 - March 2019

- Coordinate the day-to-day operations, logistics and dealers' orders in EMEA for 7 remote country sales managers. Contribute to efficient and effective work-flow leading to decrease in rework by 33%.
- Register new dealers, perform due diligence for compliance check keeping the CRM up-to-date and accurate.

Senior Sales Consultant | SEALCO LG | April 2012 - October 2016

- Support and develop relationships with companies and customers in person, via telephone calls and offer quotations to optimize the revenue of LG products.
- Deliver customer service excellence. Prepare quantitative and qualitative sales reports.

Awards & Achievements

- Participate in dental exhibitions and organize Fona Dental booth in liaison with the Marketing Team: AIDC – Egypt (2016), BIDM – Lebanon (2017), AEEDC – UAE (2018), IDEX – Turkey (2018) and ADF – France (2019)
- Represent LG Lebanon in international LG Competitions:
 - Middle East Best Promoter Award MBPA – Jordan (2015) / Golden Award
 - Global Best Promoter Award GBPA – Korea (2015) / Peer to Peer Award

Education

B.A in Business Management: American University of culture and education – AUCE

Languages

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| • English: Professional | • Arabic: Native | • French: Intermediate |
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