

Marwan Arban

Business Development Manager / Entrepreneur

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Australian – Lebanese



WORK EXPERIENCE

Business Development Manager

Origin MENA

2014 - Present

- Cold Call Potential Clients
- Present Origin's list of services
- Understand the client's needs and gaps
- Act as the Bridge Way between the customer and the company and Maintain Customer Support and satisfaction
- Identifying measures or indicators of system performance and the actions needed to improve or correct performance, relative to the goals of the system.
- Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.
- Follow up with the client with new services, updates and create a sales pitch for further services
- Motivate, Train, and Lead sales team by example to reach and exceed monthly targets

Sales Executive

Siegma

2013 – 2014

- Create Database of Potential Clients
- Cold Call Potential Clients
- Meet with potential client, and present Sieigma's services.
- Meeting the client's need and why Sieigma's services suit his business
- Closing the deal with the client
- Never take no for an answer
- Report to Sales Manager to formulate a package or quotation that suites the client's best
- After sales, ensure the client is satisfied and pitch for other services

Sales Executive

Prime Reference sarl

2011 – 2013

- Open new markets for prime
- Close a deal with a client
- After Sales and ensure client satisfaction of the provided product or service
- Over seeing Installation and configuration of solutions

MY MOTTO

**You never fail, you either win
or learn**

CAREER ACHIEVEMENTS

Within five short years, I have developed strong sales skills that have enabled me to build a record of sustained sales increases. I thrive on challenge and change, and I look forward to new opportunities to build positive customer relationships every day. Also my skills that I have gained go beyond any ordinary sales person, with understanding body language and micro-expressions, I have come to a new level in implementing these skills to serve my customer.

SKILLS

[illegible]

EDUCATION

INFORMATION & TECHNOLOGY

American University of Technology

2010 - 2013

CISCO CCNA

American University of Technology

2012