

# Jad Abou Abdallah

Tabarja Beach Street, Genevieve Richa Bldg., Jounieh, Lebanon  
j.abouabdallah@gmail.com; + 961-3-329-072 ; + 49-1-577-046-0966



## EDUCATION

Sep. 2015 – May 2017	<b>Grenoble Graduate School of Business (GGSB)</b> Master of Science in Business Development	Grenoble, France
Sep. 2010 – Feb. 2014	<b>Lebanese American University (LAU)</b> Bachelor of Science in International Business Management	Byblos, Lebanon

## WORK EXPERIENCE

May 2017 – Present	<b>Group Account Manager</b> <ul style="list-style-type: none"><li>Represent 19 companies within ITG Holding.</li><li>Coordinate with 110 sales employees for existing/ upcoming projects.</li><li>Represent more than 50 brands including HP, Microsoft, Oracle, Cisco, Apple, Cannon, etc..</li><li>Manage up to 150 clients within Lebanon.</li></ul>	<b>ITG Holding</b>	Beirut, Lebanon
Sep. 2016 – Jan. 2017	<b>Account Management</b> <ul style="list-style-type: none"><li>Enhanced multi million dollars supply chain procedures.</li><li>Mapped and validated logistics landscape of large corporations such as Lufthansa, Air France, KLM, etc...</li></ul>	<b>Spairliners GmbH</b>	Hamburg, Germany
Oct. 2015 – Jun. 2016	<b>Business Development Consultant</b> <ul style="list-style-type: none"><li>Travelled to Japan to locate and meet with new business partners.</li><li>Located and identified Nobukazu Kuriki as a Brand Ambassador for Japan.</li><li>Closed a deal of 100 drones with Rakuten in Japan.</li></ul>	<b>Hexo+</b>	Grenoble, France
May 2014 – Aug. 2015	<b>Business Development Consultant</b> <ul style="list-style-type: none"><li>Increased sales revenue by 15%.</li><li>Managed up to 300 representatives across 15 countries.</li><li>Travelled to multiple African countries to meet with clients such as UN, Vodafone, etc...</li></ul>	<b>Nymgo S.A</b>	Beirut, Lebanon

## TRAINING & WORKSHOPS

Sep. 2015 – May 2017	<b>Certified International Manager Diploma – GGSB – French Republic</b>	Grenoble, France
Feb. – May 2016	<b>Advanced Effective Negotiation and Sales Techniques – GGSB</b>	Grenoble, France
Jun. – Jul. 2014	<b>Working Smarter Toolkit Cycles – Mira-cle</b>	Beirut, Lebanon

## VOLUNTEER WORK & EXTRA-CURRICULAR ACTIVITIES

Jul. 2005 – Sep. 2010	<b>Scouts Member &amp; Leader</b> Managed and supported the Scout Group to ensure it runs effectively in accordance with the rules of The Scout Association.	Ghazir, Lebanon
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## HOBBIES & INTERESTS

**Football Player & Leader:** Played for 5 years with school and university teams.

**Travelling:** Travelled across Europe, Asia and Africa.