

Abbas Atieh

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OBJECTIVE:

Seeking a challenging and promising job position where I can maximize my business development skills, quality assurance, and training experience to improve efficiency and enhance the company's profitability with the approval for achievement.

EDUCATION:

2010 **Notre Dame University, Louaize, Lebanon**
▪ Professional Information Technology Diploma
Date of graduation: June 2012

2006 **Al-Mustafa High school, Beirut, Lebanon**
▪ Lebanese Baccalaureate Part II – Economic and Sociology Section
▪ Date of Graduation: July 2006

LANGUAGES:

Very good in English (reading, writing, and speaking) and Arabic (native language)

SKILLS:

- Computer Skills
MS Word, Excel, PowerPoint and Access, Internet use, etc.
- Networking Skills
MCITP Server Administrator, CCNA, CompTIA A+, CompTIA Network+.
- Database Skills
MCTS SQL 2008

Courses Taken

- PC Repair and Support
- Network Implementation and Support
- Fundamentals of Windows Server 2008 Network & Application Infrastructure

- Fundamentals of Windows Server 2008 Active Directories
- Writing Queries Using Microsoft SQL Server 2008 Transact-SQL ▫ ICND 1, ICND2 (Cisco Certified Network Associate)

Experience:

QA Engineer at PATH Solutions

Jan 2012-April2013

- Develop test cases and prioritize testing activities. Execute all the test case and report defects, define severity and priority for each defect. Carry out regression testing every time when changes are made to the code to fix defects

Sales Executive at ATCO

May 2013-Feb 2015

- Upper Trade Food Account Executive.
- Flawlessly executed the in-store objectives of the sales Business plans, and ensured the deployment of desired sales fundamentals across all stores to achieve the sales volume.
- Built and maintained strong customer relation to facilitate collaboration and the achievement of desired business result and joint work
- Secured that receivable collection is within the agreed payment terms in order to sustain company's cash flow levels
- Collaborated, energized and directed the merchandisers assigned to my section in order to achieve the desired in-store fundamentals results.

Associate Unit manager at ATCO

March 2015- Aug 2017

- Managing the HFS Team in the company.
- Managing a team of 5 VSRs on both food & non-food businesses.
- Enable and energize the direct reports through adequate coaching, mentoring and training in order to achieve the desired business results and personal growth.
- Ensure that all supporting systems, processes and tools that will enable the CBD team, are being followed and are operating efficiently to delivery targeted results at market place.
- Manage relationships with customers and the market in order to ensure productive working relationships and long term strategic partnership.
- Ensure all potential outlets are covered appropriately with the optimum frequency in order to maximize the productivity.
- Deploy efficient coverage plan to achieve highest level of productivity and efficiency.
- Communicate internally any event taken up by competitors / customers which can have an impact on our business in order to take the required actions.
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- Ensure that trade offers and promotions are executed in line with company policy in order to prevent misuse/fraud by the HFS Account Reps.
- Ensure that all customers deliver against the criteria which entitles them to qualifying for the offers and discounts offered by the Company in order to ensure efficient use and funds and avoid any misuse.
- Promote and nurture Company Values and Principles in order to ensure company values are upheld

Traditional Trade Sales Manager at ATCO Sept2017_Present

- Deploy the HFS OGSM and Action Plan for assigned channel(s) in alignment with overall company vision / strategy in order to drive the CBD team behind one goal and achieve company's desired business goals.
- Efficiently allocate talent to maximize the business results.
- Enable and energize the team members through adequate coaching, mentoring and training in order to achieve the desired business results and personal growth.
- Ensure that all supporting systems, processes and tools that will enable CBD team are operating efficiently to deliver targeted results at market place.
- Deploy most efficient customer coverage plans to maximize productivity objectives.
- Communicate internally any event taken by competitors / customers which can have an impact on our business in order to take the required actions.
- Manage assigned trade funds efficiently within agreed guidelines in order to maximize the return from these funds and prevent misuse.
- Promote and nurture Company Values and Principles in order to ensure company values are upheld.
- Create a "winning" and "collaborative" environment among CBD team members in order to help make Atco a "preferred" place to be in.

REFERENCES:

Available upon request.