**AHMAD M. TOUFIC CHARAMAND**

***Tripoli-Lebanon***

***Asheer El Deyeh Street***

***Rida Center – 5th  Floor***

***Birth date : 24-10-1992***

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**Profile**

Highly motivated sales specialist with extensive customer service and sales experience either indoor and outdoor. Outgoing sales professional with track record of driving increased sales , improving buying experience and elevating company profile with target market . I am someone who is self-motivated and curious about new tasks and field .

Right now I am looking for a suitable position with an employer who cares strongly about the personal and professional development of their employer and who promotes individuals to their maximum potential . It is also important for me to find a job where I do my best and show my skills and creativity.

**EXPERIENCE**

**1 - Branch Supervisor**

At Habitat Furniture CO**. Location :** Khobar , KSA

**Company Industry :** Furniture Retail

**Job Role** : Branch supervisor ,E-commerce specialist

Nov 2017 – Present , OCT2020 - present

**Description** :

* Dealing with VIP clients (Royal Family , Aramco )
* Monitoring daily delivery schedule.
* Maintain relations with existing clients.
* Building relations with potential clients.
* Planning and organizing daily work schedule to call on potential clients.
* Investigate and handle customer complaints.
* Provide and maintain after sales service.
* Assigning tasks to sales team and ensure tasks are fully done.
* Providing training for new sales employees
* Insures that branch building and grounds are maintained properly
* Oversee and assist marketing team to achieve predefined performance targets .
* Liaise with cross- functional teams and outside agencies to supervise online marketing social media and Google ads campaigns
* Facilitate management in decision-making process by preparing and presenting report .
* Attract customer base by handling online advertising and social media events to uplift sales.
* Knowledge of social media advertising , Google ads , Google analytics, Google pay console.

**2 – Sales Man**

At mv3. **Location** : Hazmiye , Lebanon

**Company Industry** : Digital marketing

**Job role** : salesman

1st October 2016 Till 31st July 2017

**Description** :

* Work with NavyBits in a project called ‘Bildit’ .
* Sales out in the field via face-to-face interactions with both potential and existing customers.
* Responsible for offering the best possible customer experiences as well as providing hands-on explanations of any new or updated information about this project when necessary.
* Social skills allow me to foster strong relationships, to which I can attribute much of their success.
* Building trust and act as support for prospects, ensuring they lead to potential future sales.

**3 – sales and storekeeper**

At Yazbek solar system **Location** : koura , Nakhle, Lebanon

**Company Industry** : Solar system .

**Job role** : salesman and storekeeper

Jan 1st 2016 Till sep 1st 2016

**EDUCATION**

***2012 – 2016***

**BA degree in Business ( Business Banking and Finance** ), At Beirut Arab University ( BAU )

***2011 – 2012***

**SV degree in life science ,** High school : Rawdat Al Fayhaa.

**COMPUTER KNOWLEDGE**

* Professional in MS office applications , ( Excell. Word. Power point. Outlook)
* Internet Tools .
* ICDL certificate ( International Computer Driving License )

**SKILLS**

* Capable of Working individually and in terms
* Organized , hardworking and capable of working under pressure
* Strong communication and negotiation skills
* Ability to multitask
* High computer literacy
* Strong ability to build contacts and supplier relationships
* Fast in typing both Arabic and English
* Excellent numerical and data skills

**LANGUAGE SKILLS**

* **ARABIC** : Mother Language
* **ENGLISH** : Very good ( reading , Writing , Speaking )
* **FRENCH** : Very Good ( reading , writing , speaking )

**REFERENCES**

1 - Khaled El Kheir , Ph.D

Professor , law , lawer

00961-3-558934

2 – Ayman omar , Ph.D

Professor , Finance

00961-3-110150

3 –Michael yazbek

Owner of yazbek solar system

00961-3-704227

4– Omar dannawi

Head quarter manager of habitat furniture ,

00966-0-507760815