

TONI GEORGES CHEHADE

Date of Birth: 15/10/1987

Nationality: Lebanese

Marital Status: Married

Address: Kfarsaroun, Lebanon

CAREER OBJECTIVE

I am seeking employment as a **Sales/Business Development Specialist** in a well reputable company in Lebanon where I can establish a long term career in my home country, with advancement opportunities by using my communication skills, coaching abilities and experience.

PROFILE

Creative problem solving and negotiation skills
Persuasive team player with ability to multi-task and deliver in challenging environments
Financial and analytical skills
Experience in leading a team

EXPERIENCE

2015 – Dec 15: **IMEX Trade Ind.**

Luanda, Angola

Assistant Product Manager

Main Duties and responsibilities:

- Helps in the development and implementation of strategic marketing plans, sales plans and forecasts to achieve corporate objectives for products and services
- Assists in the development and management of sales/marketing operating budgets
- Achieves satisfactory profit/loss ratio and market share
- Conducts market research, positioning of products, conception and maintenance of marketing materials
- Handles the participation in trade fairs and conferences to generate sales leads
- Performs generation and pursuit of sales leads
- Directs market channel development activity & strategies and coordinates sales distribution by establishing sales territories, quotas and goals
- Monitors competitor products, sales and marketing activities
- Handles with tact all customers' complaints

2012 –2014: **IMEX Trade Ind.**

Luanda, Angola

Sales Representative

Main Duties and responsibilities:

- Implements the company's targeted sales and marketing plan in compliance with the established sales related policies and procedures
- Achieves the assigned scheduled market visits to enhance and maintain a better customer relations
- Establishes proper follow-up on customer related issues in order to ensure the proper stock storage and display
- Maintain proper knowledge of the Company's products and their competitive market products

- Handles the company's sales points and monitors the stock quality
- Ensures that all customer orders are properly and timely processed and delivered with the issuance of the necessary documents
- Submits daily reports regarding the sales activities

2010–2012: **IMEX Trade Ind.** **Luanda, Angola**

Plant Supervisor

Main Duties and responsibilities:

- Administers all employee schedules and provide training to subordinates as per requirement
- Supervises daily production schedules and the efficient operations of all plant equipment to achieve all plant objectives
- Communicates to resolve all maintenance issues with maintenance team
- Maintains record of all raw materials coming to plant and maintain efficient safety regulations and all plant equipment
- Organize all tools to increase efficiency of all activities
- Performs troubleshoot to resolve all issues
- Ensures the quality of all products and prepare appropriate budgets and reports
- Maintains efficient relationships with all customers
- Monitors all plant activities

2005 –2010: **Bou Farah Store** **Kafaraaka, Lebanon**

Salesman

Main Duties and responsibilities:

- Order goods
- Prepare invoices
- Stock Control
- Selling products

EDUCATION

2005 – 2009	BA in Banking and Finance	Holy Spirit University - Kaslik
1990 – 2005	Baccalaureate in Science	Collège Notre Dame du Balamand

LANGUAGES

Fluent in Arabic, English and Portuguese
Well versed in French

HOBBIES

Hunting & hiking, football, basketball and volleyball

REFERENCES

Available upon request