** JAMIL YAACOUB JABBOUR**

November 2015 / March 2017

**WORK EXPERIENCE:**

**BUSINESS DEVELOPER**

At MV NOA  Romania, Middle East

Livestock carrier built in Japan in 1989.

Achieved to export, in a year, more then 20 000 heads of bulls from Romania to the Middle East. Duties included:

* Opening and managing an offshore company
* Establish a convenient contract of affreightment from Romania to the Middle East
* Set an efficient process of loading and discharging at both ends
* Develop partnerships with workshops in Tuzla Turkey for ship repairs and maintenance
* Maximize the profitability and keep generating high revenues

**SALES ASSOCIATE**

At MARNI (ITALY)  France

Luxury ready to wear Italian brand founded in 1994 part of the multinational OTB group.

Sales leader for 7 consecutive months, based in the flag ship store in the prestigious Avenue Montaigne, Paris. Main duties:

* Maximize the store sales by setting a strong and efficient retail strategy
* Enhance the luxury store experience through an exclusive customer service
* Build a wide and loyal customer book by setting a subtle ’’know your client’’ strategy
* Communicate the values of the brand and respect the desired image
* Daily reporting to Milano head office

**SALES ASSOCIATE**

At ERMENEGILDO ZEGNA (ITALY)  France

Luxury men’s ready to wear Italian brand founded in 1910 in Trivero.

In charge of Arab customers in Cannes’ resort boutique. Main duties:

* Reach the sales target given by the head office in Milano
* Manage the client rush during the high season by being efficient fast and professional
* Set partnerships with hotels in order to drag high net worth individuals in store
* Make sure that the store experience exceeds the clients expectation
* Be creative in the selling process and the client satisfaction

**EDUCATION**

**MS’c Luxury Management and Retail**  Monaco

International University of Monaco

3rd place winner of the Monaco luxury experience competition

**BS’c Economics**   Beirut, Lebanon

Saint Joseph University

Editor in Chief of the University economics’ magazine, EcoLibre

Student delegate

**Lycee Alphonse De Lamartine**   Tripoli, Lebanon

French Baccalaureate Economics section

Graduated with distinction

**CONTACT ME:**

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 Daher-el-ein, Koura, Lebanon

 Nationality, French

December 2014 / September 2015

* PROFESIONAL SKILLS:

Business development ⦿⦿⦿⦾⦾

Logistic management ⦿⦿⦿⦾⦾

Luxury retail planning ⦿⦿⦿⦿⦾

Luxury customer service ⦿⦿⦿⦿⦾

* **LANGUAGES:**

Arabic ⦿⦿⦿⦿⦿

July 2014 / October 2014

French ⦿⦿⦿⦿⦿

English ⦿⦿⦿⦿⦿

Spanish ⦿⦿⦿⦾⦾

2013/2014

**SKILLS**

Windows, Mac Os system, Office software (World, Excel, Power Point)

2010/2013

**Hobbies and activity**

Traveling and working on a personal travel guide.

Yoga and hiking.

2010