

JAD JACK MANSOUR

Personal Information

Lebanese mobile number: +9613727291
Email address: jadmansour85@gmail.com

Objective

A Managerial position that allows me to undertake new challenges and enhance my career path.

Education

2005 - 2009

B.A. in Advertising & Marketing from NDU - Zouk
Mosbeh, Keserwan, Lebanon

June 2005

Saint Joseph School, Cornet Chehwan Bacc. Part 2 -
Accounting and Computer

Work Experience

Pharma Group Holding

September 2018 – May 2019

Key Account Manager

Key Achievements: Excellent Relationship with clients. Expanded the number of sales by 3%.

Major Tasks: Visit on daily basis to the top key accounts and make sure that their need is met up to the standard. Place orders. Return items prior 5 months from expiry. Retrieve due payments. Follow up on client's monthly target. Send the SOA to the clients on monthly basis. Newly introduced items pitched to the clients for pre-orders.

Fawaz & Chalhoub (Stepture) Group of Companies-Iraq

September 2017 – June 2018

Commercial Manager

Key Achievements: Created New Strategy for Sales. Expanded client's portfolio.

Major Tasks: Setting the forecast with the suppliers. Preparing every client's target throughout the year divided into our 3 mains brands. Making sure that each client achieves his own target to grant them agreed compensations throughout a signed and approved contract between sides. Delegate the work for our Brand executives each responsible for their own brand. Making sure to reach our goal and target each month. Implement the A&P set from each supplier, implement the Planogram given and make sure to grasp more market share each quarter. Our clients were divided between wholesale and retail stores. 13 people reporting to my side on daily basis divided between 3 Brand executives, 3 Salespersons, 6 Beauty Advisors and 1 sales person in the remote areas. Handle the daily and weekly tasks through an agenda. Stock movement, sales reports and forecasts for clients. Monthly routine visits to areas such as Baghdad, Soulaïmaniah, Basra, Duhok, Najaf etc.

AISHTI

February 2015 – September 2017

Brand Manager / Senior Buyer

Key Achievements: Expanded Client's portfolio. Gained more market share by 6%. Excellent relationship with clients.

Major Tasks: Setting the Forecast (Seasonal). Preparing the quarterly line sheets for the buying process. Preparing weekly and monthly sales for New Balance – Boston USA. Following up on the shipments of goods from different countries in liaison with the shipping & logistics department.

Senior Brand Coordinator

Major Tasks: Working on the daily, weekly and monthly Men's sell out. Making sure all replenishment of RTW, accessories etc. are present fairly between the stores according to their sell out. Division of merchandise in the depot. Stock Management. Store checklist done through routine visits to make sure everything is up to luxury standards.

Indevco group, N.P.C.L (National Paper Company) Group of Companies - Saudi Arabia

October 2011 – December 2014

Brand Manager: (2013-2014)

Key Achievements: Marketing Employee of the year 2014. Expanded clients portfolio by 4%.

Major tasks: Budget Implementation, Forecast simulation, Coverage simulation, weekly and monthly sales report, damage report assessment, cost Vs sales contribution, stock management, CPT internal and external orientation, liaising POSM design and creative ideas internally and with external suppliers (BTL) etc.

Senior Marketing Product Specialist: (2011 – 2013)

Key Achievements: Expanded Market Share by 2%. Excellent relationship with clients. Gained more space on shelves in key supermarkets.

Major tasks: in charge for implementing launching campaigns from A to Z process, Creating business plans, Internal A&P budget expenditure for the whole year, procurement & manufacturing management experience, liaising POSM design and creative ideas internally and with external suppliers (BTL), Forecast process for my responsible lines liaison with CSD and warehouse manager, etc.

Ets. Elie Chammas & Co, brands of Chanel & Bourjois - Lebanon

May 2011 - September 2011

Account Manager of "Bourjois"

In charge of upselling, introducing and following up "Bourjois" brand, mainly in Shower Gel, Shampoo and Cosmetics in supermarkets (TSC, Spinneys) and assorted pharmacies covering all Lebanese regions.

Software Skills

	Level
Adobe Photoshop	Intermediate
Microsoft Office	Expert
Illustrator	Intermediate
Adobe Premiere	Expert
After Effect	Intermediate
Sound Editing Software	Expert

Languages

Arabic - Native
English – Excellent
French – Good