

Abed El Rahman Chaaban

Sales Consultant

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16 June 1991

ADDRESS

Beirut

OBJECTIVE

Seeking a challenging position within the salesforce of a dynamic organization that welcomes initiative, dedication and demands excellence in consistently meeting the business needs. Motivating and encouraging its employees to excel by utilizing their skillset, as well as achieving their career goals.

WORK EXPERIENCE

Daniel Healthcare

Sales Manager

(September 2018 - November 2020)

- Ensuring that targets are met by the sales team, and assisting team members in achieving higher targets through shadowing them at clients meetings by providing constructive criticism
- Exploring potential untapped opportunities in the market to expand the business
- Coordinating with the Marketing Team to develop a well-coherent marketing/advertising approach that would aid in closing deals.
- Holding continuous meetings with the Product Manager to solidify the customers confidence in our products.

Daniel Healthcare

Sales-Person

(March 2015 - August 2018)

- Scheduling a minimum number of meetings that kept increasing on a daily basis to fulfil target achievement
- Establishing and nurturing long-term relationships with clients built on integrity and product excellence.
- Assisting fellow sales people in securing the minimum required meetings.
- Developing strategies to lower profit margins giving the company competitive advantage over competitors within the market.

T-zone Cell Phone Store

Cell Phone Store Owner

(February 2009 - April 2014)

- Importing products and developing relationships with manufacturers to ensure low cost and competitive prices.
- Building a network of customers and expanding it to boost sales.
- Exploring ways of developing the business by initiating affiliations with potential partnerships.
- Creating an in-house phone repair station to increase profit margins

EDUCATION

Al Bir Wal Ihsan School

Baccalaureate Degree Sociology & Economics

(September 2008 - June 2009)

LANGUAGES

Arabic	English
Native	Fair

SKILLS

Sales	Sales Strategy
Novice	Advanced
Team-work	Communication
Advanced	Advanced
Persuasion	Negotiation
Advanced	Advanced