

Mobile: +96170981169

Email : charbel_abirizk@hotmail.com

Charbel Michel Abi rizk

- Manager leadership
- Client Relationship
- Real Estate agent

Arabic, English speaker with managerial experience capturing high targets conditions in Lebanon by managing senior clients relationships and creating unique strategies .Fuses +11 years of strategic background to establish top quality business through sales leadership.

Core competencies

- Lebanon/ Real estate market knowledge
- Contracts negotiation
- P&L management
- Client's trust acquisition & Relationship Management
- High Negotiation Skills
- Product and Project Management

Professional Experience

Sales and Operations manager at Abi Rizk Company for oil and petrol (2010-2021)

- Managed to build strong relationship with old customers and working on targeting new ones
- Successfully generated incremental revenue from the existing clients by over 35% and reduced the operation cost by following an intelligent market strategy
- Acquired +250 new customers which reflected a 40% of income growth, especially during the fuel crisis that affected Lebanon during the past year
- Effectively maintained ongoing networking with society key executives and business sectors to reach utmost popularity to ensure a long term continuity business
- Responsible of closing end of day reports and end of year inventory
- Managed purchasing operations (fuel, engine oil, batteries)

Supervisor at abi rizk mini market Byblos,Lebanon (2013-2021)

- Managing end of day reports and data entry on Omega POS software
- Responsible of purchasing food and beverages

Real Estate Agent at JSk Real Estate company Byblos, Lebanon (2017- 2021)

- My Acquaintances in business industry helped me to sign a contract deal with JSK
- My principal role was negotiation high deals properties with local and foreign customers

Education

- Academic study at Saint Cœur Byblos
- BT3 in sales and business at American university college

Certificates

- Leadership course (AUC BYBLOS)
- Sales and customer service (AUC Byblos)
- Life coach

Skills

- Strong market and business sense
- Time management
- Negotiation skills
- Creative
- Quality leadership
- technology knowledge
- Computer skills : word , PowerPoint ,excel (very quick learner)

Hobbies

- Football
- Daily fitness exercises
- Basketball

