



Elias Abi Habib

SALES REPRESENTATIVE

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Elias-abi-habib

PROFILE

My extensive experience is grounded in the art of generating sales and cultivating long-term customer relations. This achievement has been possible through my strong leadership abilities, collaborative teamwork, and effective communication skills. As a highly target-driven individual, I adopt a strategic approach to continuously enhance processes, ensuring the realization of company goals and fostering the overall success of the team.

SKILLS

Leadership	Managerial Skills
Supervising	Coaching
Negotiation	Problem Solving
Confidence	Resilience

COMPUTER SKILLS

Microsoft Office: Word, Excel, PowerPoint, Movie maker

Adobe Photoshop

FoxPro (Accounting Software)

A+ (Software & Hardware Computer)

Social media programs Outlook

LANGUAGES

Arabic

English

French

INTEREST

Hiking & Nature adventures

Music

Playing Keyboard

Choir Leader

WORK EXPERIENCE

SALES REPRESENTATIVE

2006 - Present

Shaya & Azar Co. sal

- Sales of power tools, hand tools, garage equipment, and handles.
- Regularly visit existing customers to foster relationships and introduce new products for increased sales.
- Act as the main contact person for dedicated customers, coordinating their needs with various support functions.
- Identify potential leads, schedule visits, and showcase the product portfolio to expand the customer database and sales channel.
- Monitor competitors' sales, marketing, and logistic activities, providing relevant reports to management.
- Cultivate long-term customer relationships, assess their needs, and handle complaints and product returns.
- Provide monthly sales forecasts and implement corrective actions to achieve sales targets.
- Analyze customer financial risks, track collections, and manage overdue payments for business continuity.
- Maintain an updated website, process online orders, and engage with customers through various social media platforms.
- Regularly review and update the item master, including descriptions, categories, coding, and quantities.
- Monitor pricing to ensure healthy margins while maintaining competitiveness in the market.
- Evaluate return requests according to warranty terms and take appropriate action.
- Handle repairs and maintenance of power tools, IT, and electrical issues to ensure product quality.
- Receive incoming goods, perform item counts, and ensure quality and quantity match purchase orders.
- Organize products in the warehouse for efficient issuing and inventory control.

STORE MANAGER

Cellular Care

We offer a wide range of new and second-hand mobile devices to meet diverse customer needs. Moreover, we actively purchase second-hand mobiles, prove expert software repairs, and assist customers with play store access and tailored application downloads on iOS and Android platforms.

FREELANCER

2020-Present

We are a trusted provider for all kinds of electronics, including PlayStation, iPads, laptops, mobile phones, and more. Our services encompass both new and second-hand products, ensuring a comprehensive and reliable experience for our valued customers.

EDUCATION

SAGESSE TECHNIC

TS3 in General Electronic 2009

BT3 in General Electronic 2006