



Omar Khatib

Highly-motivated sales professional with 5+years of experience in providing

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Education

Health control and food safety Rachya development institute, Lebanon	Feb 2020 – Feb 2022
Business management Lebanese international university, Lebanon	Apr 2019 – May 2021
Mechanical engineering Lebanese international university, Lebanon	Apr 2014 – May 2017

Employment

Showroom Manager Power international holding, Qatar	Feb2021 – Mar 2023
<ul style="list-style-type: none">• Maintain showroom appearance, including organization, cleanliness, and cleanliness• Conduct regular staff meetings• Conduct regular sales staff meetings• Oversee showroom operations, including day to day maintenance• Recommend fine points of inventory control• Maintain current knowledge of inventory and sales trends• . Attend customer demonstrations• Coordinate with other managers to ensure smooth functioning of showroom• Conduct sales meetings with clients	
Customer service representative Ali Bin Ali, Qatar	jan2021 – Feb 2021
<ul style="list-style-type: none">• Professionally handle incoming requests and calls from customers while ensuring that issues are resolved accurately and promptly.• Assist and support walk in customers at location.• Contact customers to answer inquiries, resolve concerns and create new business• Process orders and complete forms/applications as required to fulfill customer requests• Assist sales team with incoming requests and outbound notification for new services and products• Support additional CSC needs and requirements as assigned	

Personal details

Date of birth
March 4th, 1995

Place of birth
Lebanon

Driver's license
Yes

Gender
Male

Nationality
Lebanese

Civil status
Single

Skills

Computer skills • Office
(Word, Excel, PowerPoint,
Access).

Sales strategy
implementation

Excellent communication
skills

Coaching and mentoring

New business development

Strong listening skills

Ability to take responsibilities

CUSTOMER RELATION EXECUTIVE

May 2017 – Mar 2020

Nabhan, Lebanon

- Handle transactions and answer customer queries.
- Decipher customer needs and offer the best solution based on proper company policies
- Effectively communicate ideas, suggestions and answers
- Refer customers to people who specialize with the type of problem or query they present.

Sales executive

May 2014 – Jul 2019

Pharmako, Beirut Lebanon

Managed a portfolio of 30+ products and services while mentoring the sales team to achieve sales goals.

Led operational excellence of 15+ locations and territories through the effective implementation of strategic plans.

– Improved product sales by 12% for the portfolio managed, which led to a 20% increase in annual revenue.

Hit and exceeded sales KPIs by 30% for the months of October, November, and December in 2019.

– Analyzed market segments to identify new business opportunities to expand the existing customer base significantly.

– Managed sophisticated development of sales teams through innovative training methodologies and sales approaches.

References

References available upon request.

Languages

Arabic

English

French

Hobbies

■ Reading, swimming
, mindfulness