

Issa Kazan

Email: issa.kazan92@gmail.com | Phone: +961 70 699 100

Location: Beirut, Lebanon

Professional Summary

Dynamic Sales and Marketing Executive with over 9 years of experience in the FMCG industry, specializing in driving market growth and achieving sales targets in competitive environments. Proven expertise in building strategic relationships, improving customer satisfaction, and leading high-performing teams. Seeking to leverage my experience and skills to contribute to growth in markets across Lebanon, Qatar, Africa, and the UAE.

Professional Experience

Wholesale Account Executive

Alfa Interfood S.A.L | Beirut, Lebanon | September 2021 – Present

- Spearheaded market growth initiatives, leading to a 65% increase in sales by adding 45 weighted clients within the first year.
- Enhanced customer satisfaction through strategic relationship management and prompt resolution of complex issues.
- Maintained strong communication and collaboration with key stakeholders, including the General Manager and CEO, driving alignment on business objectives.

Owner

Karmoushi Nuts | Beirut, Lebanon | February 2021 – November 2023

- Grew the business in a highly competitive market, increasing revenue by 78% through strategic marketing and customer engagement.
- Managed daily operations, including inventory management, sales forecasting, and team supervision, ensuring smooth business operations.

Key Account Sales Executive

M.O Gandour and Sons | Beirut, Lebanon | August 2015 – February 2021

- Consistently achieved monthly sales targets, contributing to a 40% revenue growth over the tenure.
- Negotiated and secured agreements with key clients, enhancing the company's market position.
- Successfully introduced CCD and FBD products, increasing brand penetration and visibility in the market.

Foreman and Sales Coordinator

Hijazi Homes | Beirut, Lebanon | August 2010 – May 2015

- Managed construction projects, ensuring timely completion and high-quality outcomes.
- Coordinated sales efforts, leading to successful transactions of 3 properties over five years.
- Introduced innovative decoration ideas, adding value and appeal to properties on the market.

Education

Bachelor of Science in Marketing

American University of Science and Technology | Beirut, Lebanon

Graduated: July 2015

Skills

- Strategic Sales Planning
- Market Analysis
- Customer Relationship Management (CRM)
- Team Leadership & Collaboration
- Problem Solving & Decision Making
- Time Management
- Public Speaking
- Research & Data Analysis

Languages

- Arabic: Full Professional Proficiency
- English: Full Professional Proficiency

Certificates

Sales College (One & Two) | 2016 & 2018

Honors & Awards

Best Achiever (2018) | M.O Gandour and Sons

Interests

Reading | Camping | Hiking | Yoga

References available upon request