

SAMPLE LINKEDIN

Headline (120 Character Cap): **Strategic Country Manager Professional ■ Business Development ■ Sales / Account Management**

SUMMARY (2000 Character Cap)

Highly versatile and result-driven professional with enriched experience in discovering profitable business opportunities along with offering of innovative business growth initiatives and cost-effective solutions to produce desired revenue.

My major contributions are towards:

- Increasing the organizational equipment sales volume and spare parts/services
- Developing new product/service advocacy and consistently produce top-notch results on the same
- Strategizing business plans to ensure maximum profitability in line with organizational objectives
- Building and maintaining long-term business relationships with strategic business partners at competitive marketplace
- Achievement of highest level of sales goals and enhance the business turnaround
- Improving top-line and bottom-line performance level while undertaking the competency assessment of multiple accounts
- Initiating silver partnership with Microsoft and being awarded by Xerox and Fujitsu on the same

My significant role showcased as strategic business planner who established new businesses, delivered breakthrough sales results, determined major risks (existing and upcoming) and planned high-level product quality assurance measures. Serve as a role model in augmenting product lines and production capacity while analyzing of pricing parameters and profit margins in order to secure the best interest of the business value.

I have over the years acquired comprehensive experience of association with well-known organizations including Sehanoui Plant Nigeria, Tevega Sarl and Magnet Sarl.

In addition to this, I offer a broad commercial acumen and strong work ethics having excellent team building, business relationship, analytical skills and problem solving skills. Also thrives on new business challenges using multifaceted personality that translates company's vision into a noteworthy framework.

You can reach me at: sample@yahoo.com

SPECIALTIES and EXPERTISE AREA:

*Strategic Planning
Sales Management
New Business Development
Account Management
Product Management*

*Budgeting
Revenue Generation
Resource Planning
Technical Solutions Delivery
Business Requirement Gathering*

*Team Training
Targets Achievement
Sales Process Improvements
Business Relationships
Shareholder Liaison*

EXPERIENCE (2000 Character Cap)

April 2014 to till Date: Sample as Country Manager

Within my current role, I display business skills through management of the entire gamut of company's construction equipment products at a national level in Nigeria; introducing new businesses; improving business processes and assessing account capabilities.

Identified as 'Business Growth Organizer' who is responsible for recommending efficient set up solutions / strategies to meet business needs and restructuring key business procedures. Additionally, enable the smooth running of firm's financial affairs and develop market development efforts.

Moreover, I implement sustained business growth opportunities by leading existing construction product portfolio, combined with deep industry expertise to solve project challenges - from conceptualization to implementation to improve the operational and functional turnaround.

As a Country Manager, I direct overall account management in accordance with agreed profits goals promising policy results to the shareholders; establish account work priorities and procedures. My success in timely accomplishment of annual business objectives, setting up business policies and ensuring the management communication flows in proper direction has been highly applauded by upper management.

Here, I create and sustain a dynamic environment that fosters high performance amongst team members by imparting training, thereby contributing to achievement of greater operational effectiveness/ efficiency and productive sales output.

Jan 2000 – Mar 2014: Tevega Sarl as Unit Manager / Product Manager

At Tevega Sarl, joined as System Analyst, then promoted to Business Development Manager and gradually rose to a level of Unit Manager/Product Manager. I played a vital role in generating new business from the potential clients that helped in maximizing profits.

Here I ensured the expanding the Tevega turn- over by USD 4 million in 5 years and increased company's profits by 1 million USD. Discovered new middle ware software business by driving utmost sales of `Xerox hardware and Docushare (Kofax software). Also, Scheduled business growth action plans and ensured smooth running of document management as per set organizational policies.

Aug 1996 – Dec 1999: Magnet Sarl as Pre-post System Analyst

TRAININGS and CERTIFICATIONS :

Perceived Value 2016
Science into Sales 2016
Leadership 2016
Time Management 2016
Mechanics of Sales 2015
Key Account Management 2015
Microsoft Dynamics CRM 2014

EDUCATION :

MBA, 2008

Univeristy Du Quebec a Montreal, Canada/Lebanon

BE (Communications and Electronics), 1994

Beirut Arab University, Beirut, Lebanon

IT SKILLS :

Operating System: Mac and Windows
Software: MS Office Suite (Word, Excel and PowerPoint) and Internet Applications