

# CHADI ABI YOUNES

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*Born on May 5, 1981*

## PROFESSIONAL EXPERIENCE

**2011 TILL PRESENT TECHNICAL ENTERPRISES CO.  
BEIRUT - LEBANON**

◆ **Sales Manager** *from 01/2011 till present*

- ◆ *Creating new business opportunities within the Lebanese market;*
- ◆ *Finalizing deals with consultants, owners and contractors.*
- ◆ *Day-to-day follow-up with Sub-Contractors.*
- ◆ *Managing all sub-contractors & technicians on project by project basis.*

**2009- 2010 SYSTEMS DESIGN GROUP  
BEIRUT - LEBANON**

◆ **Sales Consultant** *from 09/2009 till 12/2010*

### ***Business Development & Project Manager***

- ◆ *Day-to-day follow-up with Contractors, Forwards, Suppliers, customs.*
- ◆ *Finalizing deals with consultants, owners and contractors.*
- ◆ *Managing all salesmen & technicians on project by project basis.*

**2006-2009 TECHNOLIGHT  
RIYADH - KINGDOM OF SAUDI ARABIA**

◆ **Sales Department** *from 12/2007 till 08/2009*

### ***Business Development & Project Manager***

- ◆ *Creating new business opportunities within the Riyadh market;*
- ◆ *Increased company sales by 43% during second year of employment;*
- ◆ *Project planning, designing, and execution from specification to handover;*
- ◆ *Day-to-day follow-up with contractors;*
- ◆ *Finalizing deals with consultants, owners and contractors.*
- ◆ *Managing all salesmen & technicians on project by project basis.*

◆ **Sales Department** *from 12/2006 till 12/2007*

### ***Product Executive Salesman***

- ◆ *Sales of office furniture, library shelving, mobile filing system, medical seating, auditorium seating, carpet tiles and roles, cut and loop piles, internal and external lighting, diming system, CCTV and SMATV.*
- ◆ *Project inspection and commissioning, and follow-up with contractors;*
- ◆ *Drafting of all technical specifications required for all items.*

### ◆ **Technical Skills**

- ◆ *Vitra Configuration System.*
- ◆ *Erco Down and Up Light software.*

## 2005-2006 SYSTEMS DESIGN GROUP (SISTER COMPANY TO TECHNOLIGHT) BEIRUT – LEBANON

### ◆ Sales Department

#### *Executive Salesman:*

- ◆ *Office Furniture, Library Shelving and Mobile Filing System.*
- ◆ *Auditorium Seating.*
- ◆ *Carpet tiles and roles, cut and loop pile.*

### ◆ Technical training

- ◆ *Steelcase technical information workshop.*

## 2003-2006 OPTIONS NIGHT CLUB – (ENTREPRENEURSHIP) KASLIK – LEBANON

### ◆ Renovation

- ◆ *Re-decorated & re-furbished Options night club;*
- ◆ *Closed related deals with suppliers & promoters;*
- ◆ *Hired floor, kitchen, administrative & security staff.*

### ◆ Management of

- ◆ *Floor management & scheduling;*
- ◆ *Public relations;*
- ◆ *Inventory management;*
- ◆ *Event & banquet management;*
- ◆ *Security management*

## 2002-2003 O-POISON RESTAURANT-KASLIK

### ◆ Management of:

- ◆ *Stocks & inventory.*
- ◆ *Putting staff schedules.*
- ◆ *Floor director.*
- ◆ *Comprehended & Worked on Dolphin System for stocking and accounting.*

## EDUCATION

- 2005 *Bachelor of Business Administration – ESIG - Aintoura*
- 2001 *BACC 2 – Saints-Coeurs School - Jbeil*

## SKILLS

- ◆ *Computer Skills: Windows, MS Office, AutoCAD, Adobe Photoshop;*
- ◆ *Excellent interpersonal, presentation and team-building skills.*

## LINGUISTIC ABILITIES

- ◆ *Fluent (Read, Spoken, Written) in Arabic and French.*
- ◆ *Very Good (Read, Spoken, Written) in English.*