

Hany Chammas

Date of birth 18 August 1997
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OBJECTIVE Looking forward to build a career in marketing and sales with a leading consumer organization in a high level professional environment , and to get an opportunity where I can make the best of my potential and contribute to the organization's growth.

PRESENT EMPLOYER

Marina Market Group , headquarter in Burkina Faso , operating in 6 African countries , leaders in representing , distributing and marketing products of major international FMCG companies . The group as well owns and manages supermarkets chains and shopping malls .

BRANDS PORTFOLIO

Alcohols : Jack Daniel , Bacardi , Martini , Dewars , Chateau Le Virou , Faxe beer , Jager , Gray Goose.
Pasta : Panzani
Cereals : Mr. Breakfast
Snack : Kracks Potato Chips
Beverage : Perrier Water , Rauch Juices , Vita Malt , Dilmah Tea.
Detergent : Oro Brand , including insecticide products.

WORKING EXPERIENCES

Mar 2022 to present : General sales and marketing supervisor , Marina Market Group , multiple locations , WestAfrica. Presently in Takoradi – Ghana.

Reporting to the sales and marketing director in Burkina Fasso.

Duties and responsibilities :

Evaluate sales and marketing operations in all company branches , on rotation basis. Already achieved in Mali , Togo , Ghana and Burkina Faso, with future plans in other branches.

-Manage sales team by intensive follow up on their achievement versus target , distribution / availability in target market , proper in-store display / merchandizing and timely collections .

-Escort / coach sales representatives in order to evaluate their overall performances , and provide necessary directions and training .

-Identify and develop the market for assigned products, give demonstrations and presentations , negotiate and close beneficial sales deals.

-Assisted sales representatives in field research, identification of target market, and making impactful product promotion presentations.

-Execute in store BTL activities as planned and agreed with principles , and evaluate results .

Oct 2017 – Feb 2022 Part time supervisor , Highrocks Trading Est. – Lebanon , (Family business).

Agents and distributors of :

Miratorg , Russia . Frozen meat finished products.

Lytess , France . Slimming and shaping products.

Kintel Plastics , China . Household plastic products.

Duties and responsibilities :

Supervised , trained and escorted three sales representatives.

Follow-up on sales achievements versus set targets.

Analyzing sales by customer / product / frequency / volume .

Follow-up on implementation of BTL activities .

Monitoring stocks .

Supervised logistics , warehouse and transportation .

EDUCATION

2018 – 2022 **Lebanese International University - Lebanon**
Bachelor degree in business management
Major : Marketing

2017 **Colleges des Freres - Lebanon**
General Sciences – Lebanese Baccalaureate II

LANGUAGES

- Arabic: read, written, and spoken fluently.
- English : read, written, and spoken very good.
- French: read and spoken very good .

SKILLS

- Proactive and self-motivated; excellent organizational skills, and detail-orientation.
- Flexible in adapting to new environments.
- Fast learner, independent worker with demonstrated ability to work in a team environment.
- Ability to multitask .
- Strong business acumen sense and industry expertise.
- Proven ability to drive the sales process from plan to close.
- Excellent leadership, coaching and people management skills.
- Well experienced in Microsoft programs , sales and inventory systems .

REFERENCES Furnished upon request.

HOBBIES AND INTERESTS Sports ,workout , swimming and reading .