Wadih Ghassan Ghrayeb

Address: Jouret el ballout, Mar Elias Str, Fawaz Bldg,1st Floor.

LEBANON

Married, No Kids

Telephone:03/843724

Date of birth: 1993

Email: Ghrayeb70@gmail.com

**Profile**

Let’s put it in simple terms, I ADORE Cars, I love being around them and I like selling them Very simple.

**Objective**

 Now looking to secure a challenging and rewarding position as a car salesman, at your very respected company.

**Key Competencies**

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| --- | --- |
| * Leadership
 | * Management
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| * Communication Skills
* Continuous Improvement
* Mental Sharpness
* Presentable
* Charisma
 | * Teamwork
* Integrity and Ethics
* Ability to speak four Languages
* Motivational and Teaching Skills
* NON-SMOKER
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**Career Summar**

***Freelancer***

 **05.2019-Present In the Used Car Market, restoration and resale.**

 **Freelancer, real estate broker.**

***Car Sales***

**From 2017 till 05.2019 Car Sales Consultant at “Smith for European Imports” in Park City,Utah-USA.**

* **It was a medium sized business specializing in Porsche, BMW, Mercedes-Benz, Bentley, Rolls-Royce, Audi, VW, Laborghini and Ferrari imports. Occasional Maseratti’s might show up but nothing fancy.**
* **One of the owners of the company was a relative of ours, thus how I managed to get there, but the stay was short due to difficulty in paperwork.**
* **I was a sales consultant there, where I used to follow the company’s guidelines to execute my job from the minute I welcome a guest until they purchase a vehicle.**
* **Unfortunately, the company closed a month after I left the US because of owner conflicts.**

**Food and Beverage:**

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| --- | --- |
| **2016** **Duties:****2015**  | **Outlet Manager-Bucket List Sal,(70/919919)** * **Was the person in-charge of Opening the two F&B outlets Wrap’N’Roll and Juice Box in PrintaniaVilla in Broumana.**
* **Supervised the construction process of the shops and the detailing/designing phase where I followed up with all the suppliers**

**thus organizing their work and making sure everything was on track.*** **Staff recruitment, training and motivation.**
* **Quality control of raw material and end product**
* **Helped in boosting our marketing strategies.**
* **Built an Operations line for both shops**
* **Helped increase sales dramatically during the season by promoting our product and upselling**
* **Customer Interaction and PR’ing where mingling with the customers and taking their contact details was a daily joyful routine,**
* **Made sure every single customer was well taken care of and extremely satisfied.**
* **Cost controlling, where daily, weekly and monthly inventories were made.**
* **Reducing costs, through payroll adjustments, getting better deals from suppliers and managing the fixed expenses in the shop in order to survive the dead winter season.**
* **Helped organize the requisition forms system for both shops through communication with the central kitchen.**
* **Organized events for the shops**
* **Sending Weekly reports to higher management**
* **Was taking 20hour shifts in the early phases of the opening.**
* **Installed a new delivery system in just one month after the opening.**

**CO-Owner with my brother , Pignon Catering, Mansourieh** |

**Education**

 **02.2017- 06.2017 Fitness Instructor Lvl 4 Diploma, Inspire Fitness academy**

|  |  |
| --- | --- |
|  | **2011-2015 AUST-Aschrafieh Bachelor’s in Business Management**  |

**Key I.T Skills**

* Excellent at Excel, word and Powerpoint.
* Front and Back office POS F&B systems.
* Had taken few A+ Programming courses (C++ and Java)

**Other Details**

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| --- | --- |
| **Other:** | Driving License: Available Automobile: AvailableLanguage Spoken WrittenArabic Native ExcellentEnglish Fluent( US accent) ExcellentFrench Good Very goodGerman Good Good  |
| **Interests:** | **Cars, Vehicles**, Food, Fitness and Nutrition, bodybuilding, reading online articles |

**References are available on request**