JOSEPH-COSTA KRISSAKIS

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**Summary:**

Successful professional salesperson with superior work ethic and creative revenue generation ideas. Offers 4+ years in diverse sales environment and customer service, including being an account manager for an international company which I have to travel every month to meet clients and agents to discuss potential sales and new deals as well as customer satisfaction. High energy level initiative and confidence achieve outstanding sales results.

**Highlights:**

* Good/effective communication skills - Key relationship management
* Persuasive/proficient salesperson - Lead by example
* Motorized with a driving license - Member of NIKE training program
* Customer service orientation – stress tolerance, patience and integrity.

**Professional experience:**

Encres DUBUIT October 2015 – To date

**Key Account Manager**

Middle – East

Key performance:

* Responsible of the big accounts customers concerning the whole middle-east countries (Qatar, Kuwait, Bahrain, Sultanate of Oman and Lebanon)
* Find new agents or suppliers to represent us and sell our products
* Travel monthly to the named countries for a better market study and new meetings
* Target to increase sales, give new good image about the company
* Find new leads, prospects, and make new development in the gulf countries
* Close deals and after sale service and build great relation with clients

Administration work:

* Responsible of the Lebanese office on every level, management and sales services
* Handle stock inventories in the hub located in Lebanon.
* Handle payments received by customers, and follow up for the accounts
* Responsible for the monthly reports, weekly agendas…

MK Wood Solutions January 2015 – October 2015

**Sales Coordinator**

Zouk Mosbeh

* Responsible of the sales of the Doors Department
* Target to increase sales
* Find new leads, make new business deals
* Coordinate with our suppliers from France and Spain to ship and price our products
* Seal the business deals with contractors
* Be the image of the company

United Sports of Lebanon (NIKE official distributor) June 2012 – Mach 2015

**Assistant store manager and Trainer**

ABC Dbayeh

Key performance:

* Greeted every customer with a smile, friendly conversation and offered assistance to enhance customer experience and buying opportunities
* Observed customers and listen closely to questions
* Described product’s features/benefits and suggested matching items for up-selling

Administration work:

* Received all sorts of payments, orders and invoicing
* Maintained sales records, targets
* Responsible of store inventories, schedule
* Chose store products according to studies made by the team about the top selling items
* Responsible of the weekly store agenda and report

Training duties:

* Staff trainer, both product knowledge and customer service.
* Observe staff behavior and interaction with customers
* Maintain high store standards

REST-HAUT Restaurant June 2011 – May 2012

**Floor supervisor**

Kaslik

* Supervise/evaluate staff
* Responsible of the schedule, stock and items as well as receiving orders
* Maintain hygiene and health regulations
* Open and close the restaurant

Maysun Restaurant September 2008 – May 2011

**Floor supervisor**

Kaslik

* Started as a captain, promoted to supervisor after one year
* Responsible of schedule, staff and floor cleanness
* Attended hotel management sessions at ATCL jounieh

**Academic qualifications:**

* **License in Business studies with accounting**

Arab Open University (Tayyouneh) 2010 - 2014

* **General science degree**

Central College (Jounieh) 1994 – 2009

Fluent spoken and written: English, French and Arabic

**REFERENCES:** Available upon request.