

# IBRAHIM BALLOUT

Beirut-Lebanon

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## PROFILE:

Proven leadership skills including managing, negotiating, organizing, developing and motivating teams to achieve their objectives, field work experience and experience with several NGO and Multinationals on a local and regional territories. I successfully combined my studies with other commitments showing myself to be self-motivated, organized and capable of working under pressure. I have a clear, logical mind with a practical approach to problem solving and a drive to see things through to completion. In short, I am reliable, trustworthy, hardworking and eager to learn.

## EDUCATION:

- Masters in Management Sciences, HEC ULG, Liege Belgium, 2009.
- BS in Business Administration: International Business, LAU Lebanese American University, Beirut Lebanon, 2007.
- CPSM (Certified Professional Sales Manager), Canadian Professional Sales Association, 2012.
- IRCA Certified Quality Management Lead Auditor, TUV Rhineland, Koln Germany, 2012.

## PROFESSIONAL EXPERIENCE:

- Human Capital Offshore – Gastroenterology-Woundcare (Lebanon-Beirut) Business Consultant EMMEA (February 2014 – Present).
- Mauna Kea Technologies – (Lebanon- Beirut) Independent Business Consultant EMMEA (February 2014- Present).
- Italia Medica Srl –(Lebanon- Beirut ) Independent Business Consultant EMMEA.
- AngoMedica Managed By Golden Royal Eagle Offshore - Pharmaceuticals (Luanda-Angola): Country Sales Manager (April 2013- December 2013).
- DHL Express – Logistics and Supply Chain Management (Beirut-Lebanon): Relationship & Business Development Manager B2B (May 2010-April 2013).
- Internship: GlaxoSmithKline – Pharmaceuticals (Genval- Belgium) Cervarix Commercial Department Marketing Analyst (October 2008- February 2009).
- Eloy & Becker – Outsourcing (Belgium-Liege): Global sourcing Indian Market Analyst (Jan 2008 - April 2009: part time).
- Tima Trading - Fashion Accessories (Beirut-Lebanon): Operations Coordinator (June 2004- March 2007: part time).

## Internship & Training:

- Certified International Sales Specialist from DHL.
- Certified Cellvizio Product Specialist , Gastroenterology , Pulmonology ,Urology.
- Project Manager Professional Training (PMP) at CMCS (Certified by Project Management Institute).
- Sales Training courses with DHL Express: DHL Induction, Global Sales Induction, Global Product Portfolio, Telesales Training, Sales Best in Class Training, Sales Best Practices.
- Rugby League Varsity Team Coach, International College Beirut. (September 2013-present).
- Internship: Marketing Executive, Sidecom group Jomea.com, Beirut Lebanon (June-September 2009).
- Volunteer: Physical instructor for mentally challenged kids, Taaheel Center Toufic Tabbara for Rehabilitation. ( september 2004-september 2007).
- Volunteer: Makhzoumi Foundation Refugees Social Relief Program, Project Support Officer.(December 2013-January 2014).

## Achievements:

- Achieved and exceeded my yearly target for all three years spent with DHL Express, acquired strategic customers for the company.
- Represented the Lebanese National Rugby team in major international tournaments between the years 2005 -2013.
- Successfully implemented a sales strategy, structure and sales plan for Angomedica.

## Interpersonal Skills:

- Ability to work under pressure, managing, leading and motivating teams. Also able to work on an individual level.
- Strong Vision and planning, Flexible, Strong negotiation skills, analytical and dynamic leader, diverse sales management skills, Multicultural management skills, Supply chain management.

**COMPUTER SKILLS:** MS office (word, excel, Visio, PowerPoint)  
Primavera Executive, Siebel 7, Brains.

**LANGUAGES:** Fluent in Arabic, English, French. Portuguese (L3).

**Hobbies:** Trekking, Traveling, sports, reading.

**REFERENCES:** Available upon request.