

NADIM MARC OBEGI

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Nationality: Greek & Lebanese

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PROFESSIONAL EXPERIENCE

DocShipper, Beirut, Lebanon

Sept 2022 - Present

Logistics & Supply chain – Account Executive

- Determined the most cost-effective and best routes for shipments
- Generated +\$40K of profit margin per month from personal contacts & cold callings
- Developed sales strategies to increase sales by 25%
- Build favorable business relationships with assigned customers and expand business with them
- Improved time management skills thanks to multi-tasking

JINI ME, Beirut, Lebanon

Jan 21 – Jun 2022

Home services – Partner & Business Development Manager

- Developed and implemented new strategies to increase sales by 9% in Q1, 15% in Q2
- Identified potential lead in outbound through many research tools that allowed me to register +50 companies
- Concluded agreements while in charge of the entire sales process (End-to-end sales process)
- Collected and analyzed data to improve sales strategies and target the desired audience

Société Générale, Beirut, Lebanon

Jun - Aug 2019

Risk Management intern

- Assisted the risk management team on identifying, mitigating and controlling a number of risks regarding loans

Obegi Business Graphics, Beirut, Lebanon

Jun - Aug 2018

Paper Trading company - Sales Manager

- Conducted researches & drove partnerships with multinational firms in order to maintain business relationships

HENKEL, Beirut, Lebanon

Jun – Aug 2017

Top 5 FMCG company - Sales intern

- Assisted sales team in initiating and implementing new and effective sales strategies mainly focused on retailers & wholesalers sectors

EDUCATION

McGill University, Montreal, QC, Canada

Aug 2020 – Sept 2021

Master In Management - General, GPA 3.5

- Main courses followed: Business Intelligence & Analytics, Corporate Finance & Project Management

European Business School (EBS Paris), Paris, France

Sept 2016 – Jun 2021

Programme Grande Ecole - Bachelor in Business & Master In Finance

Australian Catholic University, Sydney, NSW, Australia

Aug – Nov 2018

Study Abroad

INSEEC, San Francisco, CA, USA

Mar 2018

Study Abroad / Digital expedition in Silicon Valley

Grand Lycée Franco-Libanais, Beirut, Lebanon

Sept 2000 - Jun 2015

French Baccalaureate – Scientific – Mathematic specialization

ADDITIONAL SKILLS

Languages: **French:** Mother Tongue **Arabic:** Mother Tongue **English:** Fluent Written Spoken **Spanish:** Beginner

Computer Skills: Proficient in Zoho (CRM), Microsoft Office, SQL, Lemlist, Trello Roadmap, Java Script & HTML

Certifications: Business Analysis (LinkedIn), Excel (TOSA), IELTS (7/9)

Ownerships: Copy Cat's restaurant owner (opening in Sep 23), Moo Chuu Co-founder

(Exclusive agent of a clothing brand in MENA: Generated 70% of sales during summer 23) & Ex-partner of JINI ME (Cleaning company in Lebanon & France)