

Rony Dib

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Personal Summary

A confident, determined and efficient professional, who is able to bring an assortment of knowledge and skills to every area of a business. Right now he is looking for a suitable position with a company where he will be surrounded by like-minded individuals who strive to break records and deliver excellence.

- **Self-employed: 2015 – till date**

Khalife Holding s.a.l: Project Sales Manager

2012 - 2015

- Spearheaded sales and business development efforts for company's portfolio of ceramic tile, sanitary and kitchens.
- Increased market share 25% by aggressively promoting products to architects, consultants and large-scale projects specifiers.
- Supported growth of existing product lines by creating direct promotional
- E-mails for database of 500+ Architect, Interior Designer and customer, increased the products interest and showroom visitors by 60% in (Critical Economic Situation)
- Created value and product interest by rolling out special lectures with reputable consulting firms in Lebanon (*Example: Khatib & Alami > Head of departments, Senior architects, and Specifiers*)

Wadih Jreissati Et Fils Project Sales Manager

2010-2012

- Responsible for Projects Consulting and Technical Sales
- Analyzed sales statistics to enter huge projects and build portfolio in that field. Polarized new manufacturers for ceramic tile to raise-up company income in the projects field (*Projects Executed: Ansar Sport City, Sky Gate, The Rockies, and many other projects*)

Seasons For Trade & Investment (Jordan)

Project Sales Manager

2005 – 2010

Head of Department – Ceramic Tiles

- Spearheaded sales and business development efforts for Company's portfolio of Ceramic Tiles products throughout Jordan and abroad.
- Created and designed promotional tools while also creating strategic plans for new product launches.
- Increased market share from 10% to 65% and product interest by rolling out special lectures for existing product lines such as MARAZZI and Ceramic Tiles Specifications.
- Identified and pro-actively resolved problem areas, reduced the returning
- goods by 95%.
- *Specified many large-scale projects executed in Jordan.*

Imperial Granito s.a.r.l – Ceramic Tiles – Lebanon

2004 – 2005

Projects in Charge

- Served as Projects in Charge and business development efforts for company's portfolio of Ceramic tiles products. Working with some of the world's most respected and recognizable brands like MIRAGE, SANT'AGOSTINO, FLORIM GROUP & MARCA CORONA.

ARTECASA – Kuwait

2003 – 2004

Supervisor & Production Quality Controller (in Jordan)

- Inspection of natural stone in Jordan in favour for ARTECASA Company based in Kuwait, which exports its production to Kuwait Oil Company (K.O.C). The result of the success was 97% the first time in the history of supply from Jordan to Kuwait.

Yusuf Ahmad Al Ghanim (Al Ghanim Electronics – Kuwait)

2000 - 2002

Department Head

- Participated in many events and seminars.
- Purchasing advisor for senior managers.
- Attended technical and sales trainings with: Sony, Toshiba, Philips and many more.
- Sales Consultant Trainings with Mercury International.

Projects Executed

- Social Security Corporation - Aqaba
- Qatar Embassy - Amman
- Royal Children Museum - Amman
- Radisson SAS - Aqaba
- Geneva Hotel - Amman
- Crown Plaza Spa - Dead Sea
- Holiday Inn Hotel - Dead Sea
- Royal Jordanian Headquarters
- General Intelligence Department (Hawk Building) - Amman
- Digital City - Amman
- USAID Schools (USAID Rehabilitation Program) – Aqaba, Amman
- Arab Bank - Aqaba
- Le Boulevard – Amman, Abdali
- Saudi Arabia Embassy - Amman
- Consolidated Consultant 4th New Building
- ABC - Amman
- Al Eqtidar Real Estate Development New Building - Abdali Zone - Amman
- Al Baraka Mall - Amman
- Green Land Villas - Amman
- Sundays Resort - Dead Sea (Al Wadi)
- Ansar City Sport / Huge project in south Lebanon
- Tilal Al Nasim – Lebanon
- O-One – Lebanon
- The Rockies – Lebanon
- USIP University – Lebanon
- Many other smaller projects

Education:

- Diploma in Musicology and Percussions - College Des Apotres 1990 – 1996

Languages:

- English: Fluent
- French: Elementary proficiency
- Arabic: Native