**Gulfjobseeker.com CV No:** **1291116**

**Mobile +**971505905010 / +971504753686

To get contact details of this candidates

Submit request through Feedback Link

<http://www.gulfjobseeker.com/feedback/submit_fb.php>

|  |  |
| --- | --- |
| **WORK EXPERIENCE** | |
|  |  |
| 2008 – 11 | LIVING ITALIA Damascus, Syria |
|  | *Company specialized in importing and distributing Italian designer furniture* |
|  | Partner |
|  | * Set up a partnership with an Italian interior designer, a leading local glass manufacturing company, and Delta Mobili Italiani Moderni * Researched the Italian furniture market aiming to find the correct product to best cater the market needs * Developed and implemented the company’s positioning and marketing strategy * Signed exclusive distribution agreements with Italian companies such as Kartell, Prodomo Cucine, Tonin Casa and Babini Office * Directly supervised the contracting department targeting residential and commercial projects |
|  |  |
| 2002 – 13 | DELTA MOBILI ITALIANI MODERNI Middle East |
|  | *Company specialized in the design, manufacturing and sale of interiors* |
|  | Managing Director |
|  | * *Joined the company as Business Development Manager (2002)* * Focused on the retail department, overseeing the opening of 10 new outlets, expanding the distribution network across the MENA region * Implemented a restructuring plan to standardize operating and manufacturing procedures, establish a clear hierarchy and optimize costs * *Promoted to General Manager (2005)* * Launched an aggressive marketing strategy diversifying the products, targeting different market sectors * Actively participated in trade fairs to increase brand awareness and improve turnover * Increased sales by 100% over a period of 6 years * *Promoted to Managing Director (2008)* * Setup a Fit-Out department aiming to target residential and commercial turnkey projects |
|  |  |
| 2000 – 02 | GPL GENERALE PROGETTI Rome, Italy |
|  | *Trade Company* |
|  | Procurement Department |
|  | * Managed and coordinated orders from different companies and their shipment to the Middle East * Attended fairs following trends and products updates * Verified invoices and tracked payments * Negotiated and concluded contracts with different vendors for the acquisition of raw materials, machinery and utilities |
|  | |
| **EDUCATION** | |
| 2012– 13 | LUISS Business School Rome, Italy |
|  | Masters in Sports Management |
|  |  |
| 1997- 02 | Libera Università degli Studi Sociali (LUISS) Rome, Italy |
|  | Bachelor of Business Administration, International Management |
|  | |
| **ADDITIONAL INFORMATION** | |
|  | *Language Skills* Fluent in Italian, English and Arabic. Working knowledge of Spanish and French  *Interests* Football, surfing, snowboarding, photography, guitar and travel  *Nationality* Italian |