



PROJECT MANAGER BUSINESS DEVELOPMENT MEA SALES MANAGER



Lilya ZAH

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Nationality: FRENCH

Date of birth: 22.08.1984

French and UAE driving license

BUSINESS

▪ **High National Diploma – Trade and Marketing management**

WESFORD – Higher business school

▪ **French A-level – Communication and Trade**

LA PLEIADE - High-school

LAW

▪ **Certificate of professional competence of Business Law** - French National Conservatory

▪ **Certificate of professional competence of French Employment Law and Human Resources**

▪ **Associate's degree in law –**
University Jean-Moulin

▪ **Project Manager - Business Development Manager - Africa**
EZETOP DUBAI (2011 – 2012)

- Managing all Africans French speaking countries (more than 25)

- Approach new mobile operators partners.

- Managing all steps of the projects (commercial, legal, technical)...

▪ **Business Development Executive (French and African Markets)**
PL OMNIUM (October 2009 – October 2010)

- Responsibility for the existing customers and take the duty to expand the market (Approach new partners)

- Achieve sales quota

▪ **Customer service Supervisor**

ORANGE – FRANCE TELECOM (March 2009 – October 2009)

- Checking quality of team calls,

- Sales products and services of the organization,

- Responding to routine customer inquiries and complaints...

▪ **Sales manager**

ADHERSIS (January 2008 – February 2009)

- Organizing and leading a team of sales representatives

- Developing sales strategies and setting targets,

- Reporting back to senior managers...

▪ **Administrative Assistant**

EDF FRANCE (June 2006 - December 2007)

- Producing documents, contracts, briefing papers, reports and presentations, Organizing schedules of sales agents

- Managing customer requests, calls and complaints – file management...

F Education & Formation

E Experiences

C Competencies

P Profile



LANGUAGES

- French native

- English Proficient

- Spanish basic

COMPUTER SKILLS

Word - Excel - PowerPoint

During my degree I successfully combined my studies with work and others commitments which allows me today to be versatile in a wide range of areas, among which Trade (business), Marketing, Law and Human resources. Experienced in various jobs after having worked several times in Multinational companies.

I am self-motivated, well organized, highly responsive and adaptable. With my positive professional attitude I am looking for a job as Business Development Manager / Project Manager / Head of distribution, sales or Products or any position in which I will use my skills and enrich my knowledge within an abroad organization. About the salary, I am graduated from European country and experienced in different industries, different areas (Europe, Africa)... My expected salary is 18 000 / 22 000 Aed per month.