

CHARBEL MHANNA

OBJECTIVE Seeking for a position that challenge my intellect and focus on my career development.

PROFESSIONAL ACHIEVEMENTS **SALES CONSULTANT**

Restructuring sales strategy and innovative ideas for a better reputation.
Increased production capacity and restructuring work flows.
Consistently achieved a high level of customer satisfaction.

ASSISTANT SALES MANAGER / SALES MANAGER

Managed profit and loss to ensure profitability of my department.
Analyze local market trends and competitive actions to develop strategic plans to grow sales volume.
Managed employees; ensured quality control, performance achievement, and company standards.

PROGRAMMER ANALYST

Ability of developing skills.
Established good working relationships with customers/clients.

EXCEUTIVE PROTECTION – EXCECUTIVE DRIVER

Protection high profile celebrities, following protocols, high profile operation, Convoy escorts

Profile: Celine Dion, Dan & Dean DSQUARED, MINISTERS, CHINESE DELEGATION, ANONYMOUS...

SKILLS Analytic, Ambitious, Organize, Team Player, Fast Learner

SPORTS Roller, Ice Skating, Boxing, Krav Maga, Hockey, Basket Ball, Swimming, Gym

HOBBIES Reading, Drones, Sports, Movies, Gaming, Spas, Walking

PROGRAMMING LANGUAGES JAVA & ANDROID APP, VB.NET, BAT SCRIPT, PHP, HTML5, CSS3, JAVASCRIPT, JQUERY, MYSQL, ORACLE, REACT, ANGULAR5, PYTHON, DOS COMMANDS, LINUX COMMANDS + CYBER SECURITY ...

WORK HISTORY **FREELANCE WEB DEVELOPMENT (2014-CURRENT)**

- ❖ Responsible for participating in the full life cycle of new website development projects, and for implement and maintaining best practice procedures in all areas of work. Also in charge of writing, developing and managing the content of websites.
 - Establishing the core purpose of the website by identifying its users.
 - Building up and enhancing integration within existing systems.
 - Working on the websites of high visibility, multi-national companies and brands.
 - Liaising with account managers, sales teams and third party technical support to ensure the successful and timely delivery of a project.
 - MVC Structures using different languages like PHP, HTML, CSS, JavaScript, j-query ...
 - Optimizing codes , minify, compress, for a better UI experience

ASSISTANT MANAGER / CONSULTANT, GROUP GABRIEL: MITSUBISHI, MONTREAL, QUEBEC

- Strategy marketing via web, newspaper. Sales objective and management of customer appointments and status. Managing all the inventory from PDI to delivery. Vehicle appraisal's and repairs. Restructuring the used car department from inventory to the cars itself. Track the inventory turn to be based on the dealerships objectives. Possess attention span in order to remain focused on assignments. Recommend to the GM procedures for short and long range advertising, sales promotions, staffing needs, lease promotions, compensation plans, customer complaints, salespersons evaluations, and car rentals. Determine monthly and yearly forecasts in terms of unit sales, gross profit objectives, CSI goals and departmental profits. Price all used cars accordingly based on 30, 60, 90 day old cars to maximize our return of gross profit.

2013-2014

TRANSITION USED CAR MANAGER / ASSISTANT MANAGER, GROUP GABRIEL: VOLKSWAGEN, MONTREAL, QUEBEC

- I was responsible of all the department itself. From the management side to the inventory and sales. Was capable of managing a full department, selling and delivering. During my time at the dealer, the department gain over 50% of sales and increase of profits. Assist with recruiting, interviewing, hiring, motivating, coaching and firing of employees as needed. Recommend to the GM procedures for short and long range advertising, sales promotions, staffing needs, lease promotions, compensation plans, customer complaints, salespersons' evaluations, and car rentals. Determine monthly and yearly forecasts in terms of unit sales, gross profit objectives, CSI goals and departmental profits. Price all used cars accordingly based on 30, 60, 90 day old cars to maximize our return of gross profit.

2010-2013

SALES CONSULTANT, GROUP GABRIEL: HYUNDAI, MONTREAL, QUEBEC

- To build and maintain relationships with our customers, vendors. Track the inventory turn to be based on the dealerships objectives pertaining to 30, 60, 90 day old cars. Facilitating steps of the sale, such as the vehicle appraisal process, taking test drives, and submitting finance applications. Seeking out opportunities for self-development, participating in training, and welcoming performance feedback. Building and maintaining strong relationships and demonstrating excellent teamwork.

EDUCATION➤ **AEC (PROGRAMMER ANALYST), HERZING COLLEGE, MONTREAL (QC), 2014-2016**

During my education, I have developed knowledge, skills, and the popular programming languages and applications required in a software development environment. Areas of study include Microsoft VB.Net applications, Object-oriented programming with JAVA, database design and development with SQL Server, Internet programming with JavaScript, PHP and mobile technologies.

➤ **PRIVATE INVESTIGATOR, ICS CANADA, MONTREAL (QC), 2009 - 2010**

Surveillance, Corporate espionage, Firearm usage and safety, Undercover investigations

➤ **HIGH SCHOOL DIPLOMA, LADAUVERSIERE, MONTREAL (QC), 2004****AWARDS VOLUNTEER CADET**

CANADIAN ARMY CADET

CERTIFICATE OF GRADE

PERIOD 3 YEARS

SPONSORSHIP

KID, VISION MONDIALE

LETTER OF APPRECIATION

2015-December 2016

COLLECT OF FOOD FOR PEOPLE IN NEED

MONTREAL CITY HALL

MAYOR LETTER OF APPRECIATION

LANGUAGES

	Writing	Speaking
French	Excellent	Excellent
English	Excellent	Excellent
Arabic	Need practice	Good

OPERATION

Windows, Kali Linux, Centos Linux, Dos, Bat files, Windows server 2012, Virtual Box, VM, Adobe CC, Adobe After effects, GitHub Desktop, FileZilla, Corel Draw, Photo Filter, Tortoise SVN, **VPS LINUX SERVER ONLINE** : HOSTING, CDN, BACKUP, SSL, MONITOR, MAINTENANCE, SEO

SYSTEM / OTHER**EDITOR**

Sublime text editor 3, Eclipse Luna, PyCharm, Visual Studio Code, Android SDK, Visual Basic...

EXTRA
CERTIFICATIONS

- **SEO FOR BEGINNERS**
 - <http://ude.my//UC-A6ZOF57B>
- **SEO BY MOZ**
 - <http://ude.my/UC-G0D2FTBP>
- **Python Mastery basics**
 - NEXT
- **Ethical Hacking Systems (Linux)**
 - <http://ude.my/UC-G2ES7TY5>
- **SM Study® Marketing Strategy Associate certification**
 - <http://ude.my/UC-JRATNOYZ>
- **React basic**
 - <http://ude.my/UC-S2PT490P>
- **SSH Basics**
 - <http://ude.my/UC-NH83EVXY>
- **Mastery Python**
 - Progress
- **Python Programming**
 - <http://ude.my/UC-1MMABI4O>
- **Oracle SQL**
 - Progress
- **Angular 5 from scratch**
 - Progress
- **Master MongoDB, the NOSQL leader**
 - Progress
- **Certified Security Analyst**
 - Progress
- **Cyber Security Advanced**
 - Progress
- **Git Hub Expert**

- Progress

"THANK YOU FOR YOUR CONSIDERATION"
