



Elias Estephan

Ibiza – Balears – España

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PERSONAL SUMMARY

- Fluent in: English, French, Dutch, Spanish & Arabic.
- Goal oriented. Work independently and as part of a team. Passionate, structured and organized.
- Prefer to, and expert in working with different cultures and levels. Open, honest and respectful. I have a sociable and an easily approachable character.

EDUCATION

- 1991-1994 Degree in Business Administration and Technology, St Joseph's Technical College, Lebanon
- 1997 - MCSE Degree in WinNT, Networking essentials. CompuBase, Riyadh, S.A.
- 1999 - 2000 Computer Information Systems - Marketing and Communications, TCC College. Tulsa, Oklahoma.

PROFESSIONAL HISTORY

2016 – Present: Marble Stella Maris Resort, Sant Antoni De Portmany, Ibiza.

- Deputy Resort Manager.
- Operations Manager

2017 Beach Club Manager, Bali Beach Club, Playa D'en Bossa, Ibiza.

- Club Manager

2015 – 2016: Vitality Hotel (Corendon Hotels & Resorts), Amsterdam.

- Guest relations manager.
- FOH Supervisor.

2013 – 2014: Business Development Manager – Lebara mobile ltd. UK

- Identified, Acquired and developed new wholesale and retail business in Europe.
- Negotiated and sealed business contracts & SLAs exceeding 20M Euros in revenue.
- Improved sales processes and revenue by analyzing and implementing marketing and communication strategies change.
- Audited, evaluated and trained field sales force

2011 – 2012: Sales Operations Manager – Lebara mobile BV, The Netherlands

- Developed and managed a new CRM that centralized and unified the generation and analysis of local sales KPIs. This CRM cut down sales field paper work by 70% and increased sales numbers by 50%.
- Developed budgets, business plannings and supported the CEO and MT in implementing new strategies by analyzing previous and new business cases, which led to a clearer overview of budget spending and cut down budget wasting.

2007 – March 2011: Sourcing manager – Polar Electro Europe BV. The Netherlands.

- Negotiated business contracts and developed new warehousing and logistics strategy that resulted in a more cost-effective delivery terms.
- Audited Contracts, Terms Of Delivery and SLAs
- Managed the sourcing and pitching of new suppliers for new projects

2005 – 2006: Production Executive – MBC SAT Beirut, Lebanon

- Created new production budgetary procedures in line with the needs of finance and production management after analyzing old procedures and cutting down unnecessary loopholes and hierarchical bureaucracy.
- Worked with producers & finance on contracts / payments schedules for more efficiency and cost effectiveness program budgets.

2002 – 2004: Media Planner & Analyst – UM7 (Universal McCann), Riyadh, Saudi Arabia

- Strategic media planning (ATL – BTL) for more than 15 local and international clients.
- Analyze and evaluate campaigns for effectiveness and reach, as well as assessing results and reporting to the proper client.

Hobbies: Photography, travelling, reading, art & theatre, cinema.

Ref: **Mr. Toni Mateu** Hotel Manager +34 633 80 16 26

Mr. David Martinez Corporate Finance Manager +34 687 01 84 10