

Nagham Amer

General Manager



PROFESSIONAL EXPERIENCE

2024/ Up to Present General Manager at ARIA GLOBAL TRADE FZ LLC – **Ras Al Khaimah UAE**



- Food and Beverage Global Trading
- Warehouse, Prefab and Cold storage design and Trading
- Building Material Trading
- Logistics

12/2016- Up to present Sales and Purchase Manager at WMH TRADING GROUP- **Lebanon; Turkey**



- Supplier evaluation
- Interviewing vendors, visiting supplier plants and distribution centers
- Attending tradeshow, conferences and meetings
Gulfood 2018/ 2022/ 2023/ 2024/ 2025
Anuga 2023
Sial Paris 2017/ 2022
- Unrolling analysis of price proposals and the financial reports of the company
- Collaboration with suppliers for agreeing upon policies
- Collaboration with staff members for meeting the standards
- Monitoring and evaluation of unrolling contracts
- Acquiring a full knowledge of target markets (African and Asian markets) to identify target products, price levels and monthly demands
- Setting a sales strategy through awareness, interest, consideration, decision and purchase.
- Following the sales operations through dealing with lead conversion, business growth and client retention
- Sharing proposal products that meets the markets demand
- Identifying new potential markets
- Visiting markets and interviewing customers
- Collecting forwarders and multiple carrier quotations for best price guarantee

03/2013 – 2020 Freelancer Interior Architect at Trust Building **Hasrout- Lebanon**



- Inspecting and surveying buildings
- Negotiating fees and setting schedules for the project
- Researching and drawing up rough plans
- Developing detailed designs and choosing materials
- Supervising the work as it is carried out

03/2012 – 11/2016 Senior Technical Sales Engineer at Dalal Steel Industries **Hazmieh-Lebanon**



- Preparing and delivering technical quotations for Prefabricated units, steel building and refrigerators (Including designs and drawings, prices, time estimation and specifications)
- Site surveying and site supervision upon projects installation
- Collaborating with clients to make decisions referring to the site conditions, budget and delivery terms.
- Preparing shop drawings and BOQ for production and installation
- Assigning teams, following day by day the project activities, following the production progress visually and vocally to make sure we are meeting the customer's satisfaction.
- Preparing daily labor reports
- Delivering projects on time and following up during the warranty period for maintenance

02/2010 – 01/2012 Architect Assistant at Akram Chaya Architects **Aley - Lebanon**



- Preparing permits as per the Architect's designs and instructions
- Preparing architectural drawings and BOQ
- Site visiting and reporting to the management
- Follow up with site engineers for dimensions and materials

Education

Bachelor Degree of Arts- 2016 Arts, Sciences and Technology University **Beirut- Lebanon**



Interior Design

United Arab Emirates
ariaglobaltrade.llc@gmail.com

+971 58 9415400

LinkedIn:

<https://www.linkedin.com/in/nagham-amer-2830ba113>

Language:

Arabic Native

English Advanced

French Intermediate

Computer Skills

Microsoft Office

AutoCAD 2D/3D

3D Max

Revit

Photoshop

SketchUp

Other Skills:

Leadership

Decision Making

Risk Assessment

Contract Management

Team Work

Cost Control

Theoretical Thinking

Hobbies:

Reading

Dancing

Traveling

Sports

Hiking

Volunteer Experience:

Rotary Satellite Club

Beirut Levant Gate

➤ Vice President 2019-2020

Rotaract Club of Aley

➤ International Service Director (Outstanding Projects Award 2018-2019).

➤ Social Media Director 2016-2017

Rotaract Mediterranean

MDIO

➤ Merchandising Officer 2019-2020