

Marck Harb

Beirut, LEBANON

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SECRETARY GENERAL

After a long journey of 28 years in Taekwondo as a player, national team player and national trainer/coach, I was elected secretary general of the Lebanese Taekwondo Federation. I also hold a Masters degree in Business Administration with a background of Biochemistry which gave me the chance to implement my business skills in the sports field on a national and international level. In addition, I hold the position of regional sales manager in a surgical and dental company covering the Middle East and North Africa region.

I am teaching Taekwondo classes for students from the age of four to the age of sixty-five, allowing me to communicate the spirit of Taekwondo with all ages.

PERSONAL INFORMATION

- **Nationality:** Lebanese and Dutch
Permanent resident of the United States of America
- **D.O.B:** 14/03/1985
- **DAN Certificate:** Black Belt 6th Dan

EDUCATION

Masters in Business Administration, Notre Dame University, Zouk Mosbeh, Lebanon, 2012

B.S. in Biochemistry, Universite Saint Esprit de Kaslik, Kaslik, Lebanon, 2008

PROFESSIONAL EXPERIENCE

Lebanese Taekwondo Federation

Beirut, Lebanon

Secretary General

November, 2016 – Present

One of two Federation Board members with signatory powers. General support of the president, including maintaining all communications between the federation and the clubs, as well as the communication with World Taekwondo. Main achievements include:

- Negotiated with Visa to obtain free Visa credit card for all 10,000 Federation members.
- Organizing multiple local events per year. (17 national championships in addition to seminars and courses)
- Organizing an international event yearly. (WT G1 tournament)

1st Beirut Open, WT G1 tournament

Beirut, Lebanon

Event Director

September,2018

Appointed Event Director for the 1st Beirut Open, which was the first WT approved event in Lebanese Taekwondo history. The tournament turned out to be a great success with a participation of around 600 athletes from 28 countries. The planning for this event was very challenging and included:

- Negotiating a deal with the venue management, which is the best venue in the country where the Asian Basketball championship 2018 took place.
- Obtaining main sponsorships for leading banks and network operators in addition to other sponsors.
- Finalizing deals with hotels as main hotels of the tournament of which “Le Royal Hotel” which is the leading hotel in the region.
- Negotiating the final agreement with the transportation company to assure accurate transportation for all athletes and participants every 30 minutes from the venue to the hotel and vice versa.
- Checking and making all orders of the equipment required for this event to make it up to the highest standards.
- All other logistics regarding bookings and arrangements for referees and WT delegates.

Local Championships and events

Beirut, Lebanon

Event Director

As a Secretary General, I took the charge of the organization of all local championships and events. It was our aim to organize local championships to the highest standards. With our new “league system” we now have 17 championships per year for all belts and age categories.

- We have implemented the “league system” to our championships where each category has to play 3 rounds per year.
- The “league system” pushed all players to stay prepared throughout the whole season which raised the level all players.
- We implemented for the first time WT recognized IVR and OVR in our local championships.
- We imposed the use of WT PSS system.

FPM s.a.r.l Surgical and Dental
Regional Sales Manager

Beirut, Lebanon
July, 2012 -- Present

Leadership of sales operations in the whole of Middle East and North Africa Region comprising of 10 countries and distribution for multinational companies such as Sunstar Guidor. Accomplishments included:

- Negotiation of exclusive distribution contract for Sunstar Guidor which increased product distribution from 1 country to 10, increasing sales by 400% in 5 years.
- Set sales targets and general follow-up of 16 distributors in 10 different countries.
- Coordinated yearly trade show in Lebanon and Dubai, including booth design, location follow up, and budget.
- Conducted and led local market studies with distributors in each country, developed market and sales strategy including price optimization, competitor research, etc.
- Reduced cost of sales events by 20% by negotiating expense sharing scheme between distributors.
- Trained and mentored team of about 100 sales staff and dentist customers distributed throughout Middle East and North Africa.

LANGUAGES

Fluent in English, French, and Arabic.

