



RABIE RAHAWI

AUTOMOTIVE CONSULTANT

CONTACT

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 Beirut, Lebanon

SKILLS

Automotive Sales & Sourcing

Keen Attention to Detail

Automotive Diagnostics

Market Research & Analysis

Networking, Communication & Negotiation

Computer Literacy - Word, Excel,
Powerpoint

Drafting High-Quality Reports

EDUCATION

American Community School at Beirut

2000 - 2013

Al Ahliyah School

Lebanese Baccalaureate

2013 - 2016

American University of Science & Technology - Beirut

International Business Management

2016 - 2019

LANGUAGES

English - Native

Arabic - Fluent

French - Intermediate

PROFILE

An Automotive Consultant with a background in International Business Management, combining business acumen with a deep passion for cars.

Extensive hands-on experience in vehicle buying, selling, and brokering, as well as technical knowledge gained through an apprenticeship at an electromechanical garage gaining hands-on experience and programming various automotive modules.

Well-versed in "OEM & OEM+" Parts, used car markets, trends, with an ability to analyze shifts, and correlate between data and experience.

WORK EXPERIENCE

Automotive Consultant

Self-employed

2018 - Present

- Completed an apprenticeship at an electromechanical specialist garage. Gained experience with regular maintenance intervals for most cars, niche problems and defects, and even diagnosing multi-symptom issues on mostly European cars, with the minority being rest-of-world brands such as US, and Asian cars.
- Brokered vehicle transactions by effectively sourcing, pre-owned and new cars. Developed some reliable contacts that have given me access to special allocations (Porsche PTS, Ferrari), and other rare collectibles.
- Negotiated sales terms, achieving optimal outcomes for clients through persuasive communication and in-depth industry knowledge, resulting in a high rate of deal closure.
- Developed and maintained robust professional relationships.
- Conducted comprehensive market research to stay ahead of the latest automotive trends, ensuring advice and consultations were grounded in current market dynamics.
- Utilized advanced proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) to create client follow-up documents, enhancing transaction transparency.
- Provided expert advice on vehicle valuation, leveraging a deep understanding of market factors and trends to inform clients' buying and selling decisions.
- Orchestrated logistics for vehicle inspection and delivery, ensuring a seamless and efficient transaction process for all parties involved.
- Facilitated client decision-making by providing thorough comparisons of vehicle features and pricing.