

Ari Samuel Zeitoun

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High-performing sales and business development professional with a proven track record of exceeding targets and closing high-value deals across competitive industries. Bilingual, people-savvy, and results-driven, I'm known for building trust quickly, reading the room, and turning conversations into revenue. With over 8 years of experience driving growth through smart client acquisition, strategic partnerships, and sharp commercial instincts, I consistently identify client needs and close deals that deliver long-term value.

WORK EXPERIENCE

IJC COCO, Sales & Communications Manager

January 2025- Present

Fort Lauderdale, FL

- Drove over \$300K in new business within the first 6 months by executing high-volume cold outreach (60+ calls/day) and converting leads into loyal retail and wholesale accounts.
- Manage and grow a portfolio of 40+ accounts, increasing order volume and deepening client loyalty through consistent follow-up, smart upselling, and fast execution.
- Opened new growth channels by identifying untapped buyers, introducing exclusive product drops, and refining pitch strategies based on buyer behavior.

AZ Staffing, Founder and President

March 2021- January 2025

Brussels, Belgium

- Founded a niche recruitment agency from zero to €200K+ annual revenue, building a loyal client portfolio of engineering and construction firms through hands-on business development.
- Personally led a lean team and oversaw end-to-end operations — from client acquisition and contract negotiation to talent sourcing, recruitment strategy, and account management.
- Successfully filled over 250 permanent roles across infrastructure, land development, and building systems, while maintaining a sub-30-day average time-to-fill.

Fuse Engineering, Sales Recruiter and Team Leader

November 2016- March 2021

Brussels, Belgium

- Rose from Sales Recruiter to Team Leader by ranking in the top 10% of company-wide billers, driving over €700K in revenue through outbound sales, cold calling (80+ dials/day), and full-cycle client acquisition.
- Built and managed a team of 12 sales recruiters across two offices, overseeing performance, training, and P&L for two offices; under my leadership, the teams generated a combined revenue of €1.5M in 18 months.
- Developed a client portfolio from scratch, growing it to 60+ active accounts and consistently exceeding sales targets through strategic outreach, CRM optimization, and market intelligence.

EDUCATION

Reichman University Bachelor of Arts in Communications

July 2016

SKILLS

- Computer: Microsoft Office Suite, advanced in Microsoft Excel, Salesforce, LinkedIn Recruiter
- Languages: Fluent in English and French; proficient in Spanish, Dutch, and Hebrew