

# Zahi Abdein's Biography

Freelance Consultant, Trainer, Coach & Speaker

Zahi Abdein is an entrepreneur and a known leader in his field with a successful track record for motivating teams to succeed. With a driving focus on success, Zahi offers the knowledge and skills that organizations need to build successful teams.

After attaining a bachelor's degree in business from the University of Montevallo, Mr. Abdein then pursued an MBA in International Marketing from the University of Alabama at Birmingham.

He then put that MBA to use, successfully establishing 3 companies in the U.S. and Jordan, and serving as General Manager, consultant and coach for several others.

"I had always searched for the best way to read people in order to identify their points of influence. Then, in 2002, after attending a sales workshop based on personality profiling, I gained a much stronger grasp on how to effectively influence clients, co-workers and employees through understanding each person's unique personalities and personal motivations. I immediately put what I learned into effect. I started hiring better people, building better teams, influencing more individuals, negotiating better deals, and gaining more satisfied and loyal customers. All in all, I became more successful in everything I did."

In 2006, after 8 years of training his own employees and colleagues, Zahi made the decision to begin offering his training workshops publicly so that others might benefit from this formula for success. In addition to being an admired free-lance trainer, consultant and motivational speaker, Mr. Abdein is the first business coach in Jordan. He is the creator of some of the most successful workshops in Jordan such as Leadership by Design and Sales Leadership Makes the Difference which have gained popularity and great demand in recent months.

"To me, nothing is more exciting than motivating employees and watching them excel. With that, I'm anxiously anticipating the positive changes that my workshops will bring to salespeople, managers, leaders and businesses alike."

For more information, please visit [www.zahiabdein.com](http://www.zahiabdein.com)



## Education:

MBA - Masters  
in Business  
Administration

## Specialty:

Training  
Consulting  
Coaching  
Speaking

## Topics:

Leadership  
Management  
Sales  
Marketing

## Residence:

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