**Dani Matar** 

**Objective**

Self-motivated, detail oriented, and Customer-friendly individual with a Software Development Background, extensive previous work background in Sales and Public Relations. Who is looking for a challenging position in the IT/ Sales industry which will further develop my knowledge and skills.



**Key Qualifications/Skills**

* 10 years working experience in a variety of dynamic service industries
* Excellent presentation and communication skills
* Keen problem solving and negotiation skills
* Excellent Team Work ability
* Organized and able to effectively manage multiple competing tasks
* Great attitude with high-energy personality
* Able to work independently with minimal direction
* Adept at learning new skills quickly
* Great customer service skills
* Bilingual (English and Arabic)

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| --- | --- |
| **Specific Skill Sets**   * Database * Windows Administration * Website Development * Networking * Technical Communications * Programming * Python * JAVA * C++ | * User Interface Design and Development * Database Development I * Operating Systems UNIX * Hardware * Object Oriented Programming * System Analysis & Design * PL/SQL * PHP * C# |

**Experience**

**Named Account Executive, Konica Minolta Edmonton, AB – April 2018 - Present**

* Business Development
* Territory Management
* Responsible for Monthly, Quarterly, and yearly Revenue Quotas
* Acquiring and Managing Commercial Key Accounts

**Software Development/ Internet Marketing, Freelancer, Halifax, NS – June 2017 – March 2018**

* Business Development
* B2B Cold Calling
* Develop Database Driven Applications
* Web Development
* Search Engine Optimization
* Social Media / Influencer Marketing
* Company Branding
* Increase Bottom Line Sales for Businesses through Online Marketing

**Business Development Consultant, Web.com, Halifax, NS – Jan 2017 - May 2017**

* Helping Small to Medium Businesses Establish and Brand Their Online Presence.
* New business Development
* Achieve Sales Targets
* Provide business Tailored Solutions

**Student, NSCC IT, Halifax, NS – August 2012 - June 2016**

* Attended Software Development Program Specializing in Database Driven Applications

**Owner, Canada-Quick Ltd, Edmonton, AB – Jan 2011 - May 2012**

* Operated a small transport business in a highly competitive market
* Executed complete company start-up including financing and managed all aspects of the operation including sales, contracts and book keeping
* Communicated with variety of customers, including sub-contractors and retail customers

**Car Sales Associate, Crosstown Dodge Auto-center/ Kentwood Ford, Edmonton, AB – Jun 2009 - Dec 2010**

* Responsible for highlighting features, gathering information, inspecting automobiles, comparing and contrasting competitive models and demonstrating vehicle operations.
* Responsible for building rapport, qualifying buyers by understanding, interests and requirements of buyer, matching interests and requirements to various models.
* Developed and maintained relationships with new as well as existing customers, responding to inquiries, suggesting trade-ins, greeting drop-ins, recommending sales campaigns and promotions.
* Negotiated price; asking sales; completing sales or purchase contracts; closing sales by overcoming objections; explaining provisions and financing; delivering automobiles.
* Completed reports for sales management team

**Management, Island Pub, Edmonton, AB – Jul 2008 - Jun 2009**

* Responsible for running all aspects of the establishment, focusing on cleanliness, proper stocking, set-up, inventory procedures and exceptional customer service
* Responsibilities included staffing, scheduling, inventory and training
* Planned and implemented an entire online marketing campaign including revising and updating the company website as well as developing a presence and posting on such social media sites as Facebook, Twitter, Flickr, YouTube etc

**Telesales Agent, Blue Oceans/ Sales Rep, ADT Alarm Systems, Halifax, NS – June 2007 - Jun 2008**

* Conducted telephone market surveys and research for clients
* Documented and reported survey results for reporting purposes
* Selling House Alarm Systems Door to Door



**Education/Certifications**

* 2016 – Software Development Diploma – Nova Scotia Community College, Halifax, NS
* 2016 – Intermediate Java Programming – Waterloo University
* 2012 – Occupational Health and Safety (OHS) - Halifax, NS
* 2012 - Workplace Hazardous Materials Information System (WHIMIS) -Halifax, NS
* 2010 – Upgrades to Math, English, Physics and Chemistry – Grant MacEwan University, Edmonton, AB
* 2008 - High School Diploma – Citadel High School, Halifax, NS