



# Sarah Karkaba

## PROJECT MANAGER

## WORK EXPERIENCE

### Sales Development Representative

*Multihealth | Sept 2023 - Sept 2024*

- Identified and qualified potential leads through cold calling, emails, and social selling
- Scheduled meetings and product demos for the sales team
- Maintained and updated CRM systems

### Sales Manager

*Le Figaro | Sept 2022 - Sept 2023*

- Built strong client relationships, improving customer retention
- Developed and implemented sales strategies
- Conducted market analysis to identify new business opportunities

### Project Manager - UX Designer

*Costa Rica travel agency | Jan 2020 - Sept 2020*

- Managed project from start to finish
- Website Mockup creation
- Conducted user research and usability testing to identify pain points and optimize the website's user experience

## EDUCATIONAL HISTORY

### Formation IT Project Manager in process

- Project Management with Agile
- Scrum Master

### Formation UX/UI Design

*Coursera - Google certification | Jan - June 2023*

- Studied research, wireframe, prototype, mockup, usability testing
- Design of website and app
- Figma and Adobe XD

### MASTER PROJECT MANAGER

*University Gustave Eiffel/ Paris 2020 - 2022*

- Project management
- Supply Chain
- Marketing
- Cost and Budget Management
- Quality Control and Assurance

## PROFILE

Dynamic and results-driven professional with a Master's degree in Project Engineering and specialized training in Project Management. Equipped with expertise in project planning, budgeting, risk assessment, and stakeholder management. Strong background in team leadership, ensuring collaboration and efficiency in achieving project objectives. Brings two years of experience in sales, developing strong negotiation and customer relationship management skills. Additionally, possesses international project management experience, successfully overseeing initiatives abroad, coordinating multicultural teams, and adapting to diverse business environments. Highly organized, detail-oriented, and capable of driving projects from conception to completion while optimizing resources and ensuring quality delivery.

## SKILLS

- Project Management
- Software
- Figma
- Adobe XD
- Budgeting and Cost Analysis
- Enterprise Resource Planning
- Process Improvement
- Pack Office

## LANGUAGE

- English B2
- Spanish B2
- French C2 - Native



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