

Elie Kahawaty

Business management and Entrepreneurship

I'm Eli, born on February 22, 2001, in Jounieh, Lebanon. Ambition is my driving force, turning ideas into actuality. Recently, I graduated in Business Administration, specializing in Management and Entrepreneurship from USEK. I'm not just about dreams; I'm all about making things come true. During my time at USEK, I spearheaded waste management projects, championing environmental care and teamwork. At Aruba S.A.R.L, I discovered ingenious ways to sell products and efficiently lead teams. My strength lies in strategic planning and precise project execution. Let's collaborate to infuse life into our visions and bring strategic management to the forefront of our achievements!

I- Personal Info

Date of birth: February 22, 2001

Address: Jounieh, Lebanon

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II- Education

July 2023 **Holy Spirit University of kaslik (USEK), Lebanon**
Bachelor's in Business administration
Major: Management and Entrepreneurship

April 2019 **Ecole Saint Joseph Charité Zouk**
Lebanese Baccalaureate in Socio-Economics

III- Experience

- April 2023-June 2023 - **Waste Management Operations Manager, USEK green committee**
(Location: USEK Kaslik)
 - ✓ Managed waste collection and disposal, ensuring compliance with environmental regulations.
 - ✓ Implemented sustainable practices, promoting recycling and waste reduction initiatives.
 - ✓ Supervised waste management team for efficient operations.
 - ✓ Analyzed data, prepared reports, and drove process improvement.
- April 2022-June 2022 - **Sales and merchandising department manager, Aruba S.A.R.L**

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(Location : Zouk Mosbeh)

- ✓ Training staff on product knowledge.
- ✓ Implement and adopt new shelf placement strategies and in-store displays to market a product and maximize exposure to customers.
- ✓ Persuading and convincing potential customers to sign a contract with us.
- ✓ Monitor and follow up the work of our merchandisers.
- ✓ Negotiating the costs of inventory for multiple stores.
- ✓ Collaborating with the marketing department to brainstorm new projects, campaigns and business ideas.

- January 2022-April 2022 - **Sales representative, Dior Socodile S.A.L**

(Location : ABC Ashrafieh)

- ✓ Selling products and meeting customer needs.
- ✓ Maintained the inventory's minimum stock quantities.
- ✓ Promote the company's products.

- May 2020-October 2020 - **Cashier, Hashem Superstore S.A.L**

(Location : Rayfoun)

- ✓ Cash handling
- ✓ Customer service.

IV- Languages

- Arabic : Native
- French : Very good
- English : Very good

V- Technical Skills

- Microsoft Office
- Adobe Lightroom
- Adobe Photoshop

VI- Additional Skills and Achievements:

- Excellent knowledge in Strategic Management:

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- ✓ Proficient in developing and analyzing matrices to assess strategic options and make informed decisions.
- ✓ Skilled in formulating effective strategies to drive organizational growth and success.
- Completed **Project Management Course**: Proficient in planning, executing, and monitoring projects with a focus on scope, time, cost, and risk management. Ready to contribute effectively to project success.

VI- Volunteer work:

- 2019 **Red Cross**.