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A multi-skilled sales and marketing professional seeking a challenging position in relevant fields in a multinational environment, one that will make the best of my existing skills and experiences and further my personal development. Pro-active, analytical and reliable. Exposed to various sectors in business, sales and tourism industry.

Skills

Field sales Consultative Sales Customer relationship management	Confident & determined approach Communication Marketing	Goal oriented Active listening Time Management
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Education

Lebanese International University, Beirut, Lebanon
BA in Marketing and Advertising

Volunteerism: Lebanese House Establishment for the Environment

Work Experience

Project Manager, 2018 to Present – (Import and sales of goods) – Entrepreneur, Beirut, Lebanon

Importing lighters branded with quotes that Lebanese people can relate to. Out sourcing based on price, quality and inspection feedback reports; finalizing sales proposals and following up on sales process and operation.

Accomplishments:

Handled negotiations with the factory and managed to reduce advanced payment from 40% to 25%.

Successfully managed to build a business relationship with major FMCG retailers in the Lebanese market like Bonjour, 24/7 and Coop.

Established positive rapport with customers, up sold products and built a loyal clientele.

Project coordinator (Short contract basis), 2018 – Reach Events, Doha, Qatar
Oversaw all stages of the conference from planning to implementation . Conducted market research to approach target speakers.

Accomplishments:

Effectively approached potential sponsors and delegations what lead to a sponsorship agreement with a well established organization “Mannai Trading.

Supported the sales team by negotiating and finalising sponsorship agreements.

Project Coordinator - Part Time, 2017 – Al Iktissad Wal Aamal Group , Beirut, Lebanon

Handled events and day to day tasks.

Researched and contacted new companies and assisted with the marketing of each event.

Accomplishments:

Managed to source and follow up with new sales lead and opportunities and finalize two sponsor ship agreements.

Flight Attendant, 2015 to 2016 – Emirates, Dubai, United Arab Emirates

Provided excellent customer service to passengers while insuring their comfort and safety throughout the flight. Carried out preflight duties, including checking out the safety equipment and security checks.

Accomplishments:

Successfully dealt with emergency situations and provided first aid to passengers on needed basis.

Received an appreciation letter on May 2016 from management for showing high dedication and exceptional performance.

Proved the ability to multitask, handle passengers of up to 50 people, resolve customer issues and excel within a demanding, high-volume setting.

Senior Sales Representative, 2012 to 2015 – Adidas, Beirut, Lebanon

Certified in-store trainer in charge of training new staff on products, up selling and cross selling techniques.

Accomplishments:

Achieved high, recognisable sales targets by consistently exceeding sales targets for 5% to 8% for every subsequent year.

Awarded employee of the month three times for performing above average sales targets

that lead to receiving a promotion in short period of time.

Trained 15+ staff in three different stores to enhance sales performance.