

Elie Antoine Youssef

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Profile

Passionate in sales and marketing, skilled in carrying out personalised and aggressive marketing strategies. Well-qualified self-results-driven with a proven track record in increasing revenue, and ultimately benefiting & boosting company's profit and productivity.

Key Competencies

Communication
Leadership
Efficient
Meticulous
Problem Solving Skills

General Management
Fast Learner
Excellent Team Worker
Punctual
Can Work within tight Deadlines

Career Summary

- October 2017 – Present: **Freelance Swimming Coach** at Fitness Zone Club, Hazmieh:

As a swimming coach, my duty is to teach and lead specific skills and activities in the water. And have the ability to act immediately and appropriately to secure safety of patrons in the event of emergency.

- May 2017 – February 2018: **Purchase & Inventory Manager** at O Monot Luxury Boutique Hotel, Lebanon:

As a Purchase & Inventory Manager I had a couple of responsibilities such as: Create, maintain and route purchase requests for approval, evaluate suppliers, compare discounts offered, follow up on purchase order status, maintain complete control of stock and suppliers, closing end of month inventories & general Accounting - Payables & Receivables.

- June 2015 – April 2017: **Marketing Department** at Boustany Brothers Company S.A.R.L :

As a Marketing Coordinator, my responsibilities were to market our products by developing and implementing advertising campaigns, tracking sales data, maintaining databases, planning meetings & preparing monthly reports.

- March 2015 – May 2015: **Internship** at Boustany Brothers Company S.A.R.L.:
- March 2014 – February 2015: **Part-time Sales Representative** at Nine West, Ashrafieh (ABC), Lebanon:

As a Sales Representative my role was to supervise what went on the floor, sell retail products, aid customers, ensure smooth sales process & find solutions whenever needed.

- October 2011 – May 2012: **Part-time Sales Representative** at Swatch, Ashrafieh (ABC), Lebanon:

As a Sales Representative my role was to assist customers, use cross selling techniques to reach the monthly target & close sales at the end of each month.

- March 2010 – September 2011: **Part-time Sales representative** at Big Jones, Hadath, Lebanon.

Certificates

Critical Thinking WorkShop - Université Antonine (UA) / Baabda, February 2017

Emotional Intelligence - Université Antonine (UA) / Baabda, March 2017

Interview Training Program - Université Antonine (UA) / Baabda, March 2017

Innovation and Design thinking - Université Antonine (UA) / Baabda June 2017

Education

2014-2017: Université Antonine (UA) – Baabda, Lebanon: Bachelor degree in Business Marketing and Management.

2011-2013: Notre Dame University (NDU) – Zouk Mosbeh: Bachelor degree in International Business Management (Incomplete).

2011: Sagesse Brazilia - Hadath, Lebanon: BAC 2 (High school Degree).

Key Skills

Advanced knowledge in the Microsoft Office Suite (Word, Excel, Access, PowerPoint, Protel, Wincheck, Accounting, etc...)

Other Details

Languages: Arabic: Native Language (Excellent)

English: Fluent (Active written & Verbal)

French: Fluent (Active written & Verbal)