



# Curriculum vitae

## Personal Information:

*Name:* Hasan Awada

*Place of birth:* Ukraine

*Date of birth:* 10-05-1989

*Phone number:* 03245688 *Email:* awada.hasan2358@gmail.com

*Address:* Beirut, Lebanon

*Marital status:* Married

*Nationality:* Lebanese

## Education and qualifications:

2010 - 2014

BA in Management information system

Lebanese International University (LIU)

2009 - 2011

Computer Network and Maintenance (N+)

Basilic College

2005 – 2008

Lycee de la finesse high school

Achieved degree in sociology and economics

## **Work experience:**

### **1- Fit life Gym and Diet Center(Doha, Qatar):July 2017 – April 2019**

**Position:**Sales and marketing manager

**Duties :**overlook general work environment and load – supervise staff performance and ensure quality client service – direct communication with clients concerning their needs – communication with dietitians and trainers concerning clients fitness and diet programs – perform presentations and deal proposals to relevant fitness companies – monthly staff meetings to discuss overall work issues and areas of improvements – handle financial matters concerning clients bills and staff salaries via direct contact with the banks – client satisfaction surveys and data collection – processing of clients data and entry of information using computerized systems –follow up with clients regarding renewal of membership – handle media and marketing of business via internet and social media aspects

### **2- SERVO –PRO (Beirut,Lebanon):September 2016 – June 2017**

**Position:**Direct Sales Representative/ Customer service

- **Duties :**micro loans - B2B sales - set meetings with companies - Present, promote and sell services using solid arguments–process customer accounts and file documents - Cross selling with existing customers –follow leads and potential customers and closing the sale - follow up with my clients application status and coordinate with other departments regarding the application - daily reports about updated work using CRM software– identify and assess customer's needs to achieve satisfaction - monthly meetings with sales manager discussing and setting a monthly sales plan - Coordinate with the sales team regarding the sales plan– reach monthly target –develop and maintain positive business portfolio and customer relationships.

### **3- Direct Financial Services (Agency for Cedrus Bank /Beirut,Lebanon): June 2015 – May 2016**

**Position:**Sale Representative

**Duties:**Attend meetings with Companies– Promote the bank's offers and services - Filling Personal Loan / credit card /.... Applications – Helping clients with proper documents regarding the loans – Follow up with Clients – follow up with the bank administration regarding the

application status – keeping clients updated about application status – Attend Conferences inside the bank discussing sales plans.

**4- Blom Bank(Beirut,Lebanon):April 2015 – June 2015**

**Position:** Intern in customer service department

**Duties:**Full training of bank's products and services – filling housing applications for clients – helping clients with the proper documents for the loan – build sustainable relationships and trust with customer's accounts – provide accurate, valid and complete information by using the right methods / tools.

## **Computer skills and languages:**

Computer skills: Microsoft office- Visual Basics – CRM- internet – Photoshop

Languages: Arabic as native language

English: fluent in reading, speaking, and writing

Russian: Good in speaking

## **Professional Summary**

- Top producing sales professional and expert in business industry
- Dynamic communicator who consistently exceed goals and expectations
- Excellent at multitasks and working under pressure
- Result oriented, strategic sales professional
- Strategic planning and client relationship management expert

**Reference will be available upon request**

# Lebanese International University

الجامعة اللبنانية الدولية

The Board of Trustees,  
upon the recommendation of the faculty,  
and by virtue of the authority vested in it  
by the Republic of Lebanon,  
has conferred upon

Hasan Ali Akanda

Bachelor of Business Administration  
in Management Information Systems



with all the rights, privileges and responsibilities  
thereunto appertaining.

An testimony whereof, this diploma,  
bearing the signatures of the authorized officials and  
the seal of the University, has been given in Lebanon,  
This 22nd day of January  
in the year two thousand and fourteen

Proboost

President

إن مجلس الأمناء، بناءً على توصية الهيئة التدريسية  
والإحقاق القانوني المعطاة له من  
الجمهورية اللبنانية

منح

حسن علي عواضه

بكالوريوس إدارة الأعمال

في أنظمة المعلوماتية الإدارية

مع كل ما لهذه الدرجة من حقوق وامتيازات ومسؤوليات  
واقتراراً بذلك، فإن هذه الشهادة، حاملة توقيعات المسؤولين  
وختم الجامعة، قد أعطيت في لبنان

في اليوم الثاني والعشرين من كانون الثاني  
من سنة ألفين وأربعة عشر

Dean



الجامعة اللبنانية الدولية  
LEBANESE INTERNATIONAL UNIVERSITY

مرسوم رقم 5294 بتاريخ 2001/04/19

التاريخ: 2018/12/06

المرجع: د.ش.ط./ 4211/ 01

## لمن يهمه الامر

تفيد الجامعة اللبنانية الدولية أن الطالب / حسن علي عواضه قد أتم بنجاح كافة المواد المطلوبة منه، ونال درجة بكالوريوس في إدارة الأعمال، إختصاص أنظمة المعلوماتية الإدارية، وذلك بتاريخ 22 / 01 / 2014 .

هذا، ونود إعلامكم باننا جامعة خاصة غير مجانية، ونظام الدراسة هو الإنتظام الحضور الكلي، ومكان الدراسة وعقد الإمتحانات قد تمّ في مقر الجامعة في لبنان، وللحصول على شهادة كالوريوس في إدارة الأعمال، إختصاص أنظمة المعلوماتية الإدارية، يجب انهاء 99 وحدة دراسية ومدة الدراسة يجب أن لا تقل عن ثلاث سنوات.

أعطيت هذه الإفادة بناء على الطلب.



وائل م. أيوب سلوم  
نائب المدير الإداري

نسخة: ملف رقم (11010282)



الجمهورية اللبنانية

وزارة الخارجية و المغتربين

قسم المصادقات

الرقم: ١٧٩٢٤

سروتي: ١٢ تموز ٢٠١٨

للتصديق على مصادقة السيد

عن وزارة: **رزق**

التعليم العالي

دون أن تحمل هذه الوزارة مسؤولية ما يتخذه النص

الرسم المستوفي:

عن رئيس قسم المصادقات

رضوان طباجه



الجمهورية اللبنانية

وزارة التربية والتعليم العالي

أمين سر المصادقات

بسم السيد

يقر بأن السيد

المؤسسات الخاصة للتعليم العالي في لبنان

١٢ تموز ٢٠١٨

عن رئيس قسم المصادقات

بسم السيد

بسم السيد



April 20,2019

## Certificate of Employment

This is to certify that **Mr. Hasan Ali Awada** with QID No. **28942200998** was employed at **FitLife Club** from **July 18, 2017** till **April 16, 2019** as **“Sales Manager”**

During his tenure of working, we found him to be diligent and hardworking, his performance and conduct was excellent and much appreciated by the management.

This certificate was issued upon the request of Mr. Hasan Ali Awada for whatever purpose it may serve.

Ahmad Khalid Almaadeed  
General Manager



State Of Qatar  
Residency Permit



دولة قطر  
رخصة إقامة

ID.No: 28942200998  
D.O.B.: 10/05/1989  
Expiry: 10/11/2019

الرقم الشخصي:  
تاريخ الميلاد:  
الصلاحية:  
الجنسية:



Nationality: LEBANON  
Occupation: مدير مبيعات

المهنة:  
الاسم: حسن علي عواضة

Name: HASSAN ALI AWADA

Passport Number:

LR0937527

Passport Expiry:

28/06/2023

Serial No:

30128942200998

Residency Type:

عمل

Employer:

نادي فيت لايف للحمية

مدير عام الإدارة العامة للجوازات  
General Director of the General  
Directorate of Passports

توقيع حامل البطاقة  
Holder's signature



رقم جواز السفر:

تاريخ انتهاء الجواز:

الرقم الممسلسل:

نوع الرخصة:

المستقدم:





**SERVO PRO**

**Servo Pro S.A.L**

**Commercial Registry No:** 2023687/Baabda

**Capital Paid:** 100,000,000 LBP

Ref : 32/Wc.HR/2017

June 30<sup>th</sup> , 2017

*To whom it may concern:*

This is to certify that **Mr. Hassan A. Awada** has been employed at **Servo Pro S.A.L** as **Sales Representative** from September 5<sup>th</sup> 2016 till June 30<sup>th</sup> 2017. During his employment, **Mr. Awada** was punctual, honest, and fulfilled his tasks with extra mile.

This certificate was given to **Mr. Awada** upon his request with no liabilities or obligations what so ever on the company.

**Mahmoud Halawi**  
**Chairman Of the Board**



Jnah - Jazeera Bldg. Facing Monoprix  
Beirut, Lebanon  
**P.O.Box:** 60

**T:** +961 1 830500  
Customer Service Number: 01/830590

[www.servopro.com](http://www.servopro.com)



بنك لبنان والمهجر  
BLOM BANK

July 6, 2015

**TO WHOM IT MAY CONCERN,**

This is to certify that **Mr. Hassan Ali Awada** completed an internship at BLOM Bank s.a.l in **Retail Banking** that extended from 17/04/2015 until 23/06/2015.

Kindly note that this certificate was issued upon **Mr. Awada's** request.

  
INDJI DAGHER

**Indji Dagher**  
**Recruitment & Selection Supervisor**

**BLOM BANK**