

MOHAMAD HAMMOUD

Beirut, Lebanon

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EDUCATION

Lebanese American University, Lebanon

Class of '18

BS in Business Studies with emphasis in Accounting

WORK EXPERIENCE

Ali Abdulwahab Al Mutawa (AAW), Section Manager, FMCG, Kuwait

Sep '19 – Nov '20

- Handled over 300+ SKUs through daily distribution to retailers.
- Ensured all KPIs & targets are met across all the various categories.
- Managed budgets and collect payments from different clients.
- Built and maintained relationships with current customers & work on acquiring new ones.
- Executed promotions and cope with seasonal events to promote current or new SKUs.
- Designed and tailored business plans to maximize volume distribution.
- Ensured market share objectives are met.

Alghanim Industries, Management Trainee, Automotive, Kuwait

Apr '19 – Aug '19

- Been exposed to a diverse set of experiences through challenging rotational assignments within key departments (Marketing, Sales, and Aftersales) across brands.
- Received technical and management training, advanced education, leadership opportunities and mentorship.
- In-house skills and training: Lean Six Sigma (Green Belt), Digital Marketing, Quality Control, CX.

Lebanese American University, Hospitality Officer, Lebanon

Sep '17 – Mar '19

- Assisted in all events in-campus and out-campus.
- Assisted in all events related to the Dean of Students and Hospitality Departments

BDO, Semaan, Gholam & Co., Intern, Lebanon

Aug '17 - Aug '17

- Performed audit work on various sections (Revenues, Cost of Sale, G&A, Balance sheet items).
- Audited inventories of large entities and entities.
- Assisted in the preparation of several proposals and audited financial statements.
- Reviewed financial statement by performing Footing and Cross-Footing across the three statements and the notes.

BLC Bank, Intern, Lebanon

June '17 – July '17

- Shadowed the daily operations in the branch.
- Assisted in the preparation of spread sheets and reports in the Head Office.

EXTRACURRICULAR ACTIVITIES

Lebanese American University

- President, Accounting Club **Sep '17 - June '18**
- Model Arab League Coordinator, Logistics and Operations **Sep '17 - June '18**
- Model Arab League Coordinator, Public Relations **Sep '16 - June '17**
- Secretary, Event Organization Club **Sep '16 - June '17**
- Member, Accounting Club **Sep '16 - June '17**
- Member, Event Organization Club **Sep '15 - May '16**
- Volunteer, International Education Week & BDL Beirut Marathon

SKILLS & LANGUAGES

Professional Competencies: Sales, Digital marketing, public relations, financial analysis.

Computer Proficiency: MS Office (Word, Excel, Power Point), Google Analytics.

Personal Competencies: Analytical skills, communication skills, market research, business development.

Languages: Fluent in English and Arabic (native); proficient in French.