

Karim Ibrahim Fakih

Beirut, Lebanon – karimfakih80@gmail.com - +96170565595

EDUCATION

2018 American University of Beirut, Continuing Education Center, Beirut

Real Estate Brokerage Course

2015-2017 Lebanese International University, Beirut

MBA in Management

Relevant Modules: Managerial Problem Solving and Decision Making, Organizational Behavior, Leadership and Change Management

2015-2017 Modern University for Business and Science, Beirut

MBA Management in Social Work Institutions

Relevant Modules: Program Evaluation, Organizational Theories of Service Agencies, Mental Health Management, Managing Individuals and Organizations

2011-2015 Lebanese International University, Nabatieh

B.S Business Management

Relevant Modules: International Business Management, Risk Management, Human Resources Management, Project Management, Marketing Policies and Strategies

Dean's Honor Registered my name in the Dean's Honor list, Spring 2013

2008-2011 CND Antonines, Nabatieh

Lebanese Baccalaureate, Life Science section

EXPERIENCE

2019 Sales Manager, FoundersBei, Beirut

Achieving objectives through effective planning, setting sales goals, analyzing data on past performance, and projecting future performance

Motivating and advising sales executives to improve their performance, as well as hiring and training new sales executives

Ensuring that the sales department works cross functionally with executives from other departments

2013-2018 Managing Director, Eliya Real Estate, Beirut

Dealing with developers and landlords, consulting in the field of construction, negotiation in the trade-in deals

2013-2018 Partnership Marketing Specialist, Angry Monkey Agency, Beirut

Stayed in touch with customers in after-sales making sure they were satisfied with our services.

VOLUNTARY WORK**2009-2011 Lebanese Red Cross, Nabatieh (Officer)**

Organizing and Developing social life events

SKILLS

Languages: English (fluent), French (fluent), Arabic (fluent), Spanish (beginner), Russian (beginner)

Computer Skills: MS Office (Word,Excel,PowerPoint,...), Social Media Applications

INTERESTS

Cultural Clubs: Member of World Lebanese Cultural Union, Member of Real Estate Syndicate of Lebanon, Member on Social Worker's Syndicate in Lebanon

Traveling, Swimming, Social Events