

NANCY MOUAWAD

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Mar Mikhael – Beirut, Lebanon

Executive MBA | Sales Consultant

Driven and progressive with a proven track record and ability to generate new leads. Innovative thinker and decision maker who showed exceptional performance through efficiency at work, benefit selling and customer follow-up. Fast learner, adaptable to new work situations and passionate to grow.

WORK EXPERIENCE

FREELANCE SALES CONSULTANT

February 2019 till Present

- Development and Implementation of Sales Strategy for the Hospitality sector
- Sales Plan Execution

HOSPITALITY SERVICES SARL, Lebanon

August 2017 till February 2019

Sales Executive & On-site coordinator

- Identify and solicit potential clients (phone calls, e-mails, meetings and other channels)
- Provide clients with presentations on the benefits and uses of services (prepare offers)
- Consult with clients after sale or signed contracts to resolve problems and to provide ongoing support.
- Review and adapt to information regarding product innovations, competitors and market conditions
- In charge of the area from mantling till dismantling.

SARAMED, Lebanon

January 2016 till June 2017

Medical Representative

GLOBEMED SOLUTIONS, Lebanon

October 2010 to December 2015

Medical Rules Officer / Coding Officer

INTERNATIONAL HEALTH RESOURCES, Lebanon

April 2010 to September 2010

Recruitment Consultant

CENTRE CHIRURGICAL PIERRE CHÉREST, France

December 2008 to March 2010

Registered Nurse – Day Surgery

EDUCATION

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|---|-------------|
| USJ, Beirut / UNIVERSITÉ PARIS DAUPHINE / PARIS SORBONNE, France <i>Master of Business Administration International Paris (MBAIP)</i> | 2017 |
| UNIVERSITÉ SAINT JOSEPH, Beirut <i>University Degree in Medical Coding</i> | 2014 |
| UNIVERSITÉ SAINT JOSEPH, Beirut <i>Bachelor of Science in Nursing</i> | 2007 |

LANGUAGES

Arabic: Native Language
French: Proficient Speaking, Reading, Writing
English: Proficient Speaking, Reading, Writing

COMPUTER SKILLS

Advanced skills in:
- Microsoft Office (Outlook, Word, Excel, Project and PowerPoint)
- PIPEDRIVE (CRM)