

**Lara Ahmad**  
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## Background Summary

Enthusiastic, highly-motivated Engineering and Business graduate with proven leadership capabilities, global mindset and international experience who likes to take initiative and seek out new challenges .  
Currently completing my MBA thesis project and actively seeking new opportunities, open for relocating.

## Education:

**Master of Business Administration, MBA** , Concentration in Marketing Dec 2019  
Westcliff University, USA, California  
(Hybrid Program)

**Master of Science Degree in Industrial Engineering -** Jul 2015  
Eastern Mediterranean University, North Cyprus

**Bachelor of Science Degree in Chemical Engineering -** Jan 2014  
University Of Balamand, Lebanon

## Professional Experience:

C3S Business School, Barcelona, Spain Aug 2018 - Feb 2019

### Marketing coordinator intern

- Collaborated with MEA markets and established meaningful connections.
- Opened and performed market research on new markets.
- Assisted in planning and supporting key marketing activities by working with key internal partners and external agencies.
- Maintained excellent relationships with agents and students through superior customer service.
- Created and presented regular performance reports for managers.

Comforts of Home, Barcelona, Spain May 2018 - July 2018

### Sales & Marketing coordinator intern

- Created sales presentations and presented to prospects.
- Media relations and interacted with clients.
- Tracked and reported on sales leads , conversions and marketing communications by date, school, and number of recipients.
- Provided input on campaign initiatives and contributed to marketing strategy discussions.

European Industrial Traders Sarl "EIT Kalhat, Tripoli, Lebanon Oct 2015 - Sept 2017

### Sales Engineer

- Prepared and delivered technical presentations that explain our services and products to customers.
- Recommended improvements and changes that would lower costs and increase production by 10%.
- Created marketing and promotional plans .
- Built rapport with clients to ensure their satisfaction..

AD NPC- Ahmad Darwish National Plastic Co., Barsa Liban Nord, Lebanon

Jun 2013 - Aug 2013

**Chemical Engineer intern**

- Observed production processes and reviewed roles of machinery utilized
- Identified quality control measures, recognized problems and generated solutions.

**Skills:**

**Language skills:** Fluent in English & Arabic, Intermediate in Spanish & French.

**Technical skills:** Windows and Microsoft Office Suites, AutoCAD, C++ , SPSS ,Matlab,KPI

**Soft skills:** Teamplayer, Quick learner, Communication, Agility, Organization, Problem Solving,Marketing.