

Email address:tarek\_fawaz1@hotmail.com  
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Date of Birth: 22 February 1993  
Address: Beirut Lebanon, Ein El Mraysse

## TAREK GHASSAN FAWAZ

### SUMMARY

Motivated and accomplished sales representative attentive to details with ability to follow through. Passionate about building relationships, negotiating deals and closing sales. Detail oriented, seeking to start a career where I can further enhance my skills and build my professional path

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**SKILLS & ABILITIES**

- Decision-Makin
- Attention to detail
- Time Management
- Problem Solving

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**PROFESSIONAL EXPERIENCE**

**SALES REPRESENTATIVE**  
**PHOENICIA-AER RIENTA COMPANY (BEIRUT DUTY FREE)**

October 2013 - October 2016

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Establish, develop and maintain positive business and customer relationships
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments

**SALES EXECUTIVE**  
**JABER REAL ESTATE DEVELOPMENT**

February 2017 - January 2019

- Solicit potential clients to buy, sell, and rent properties
  - Advise clients on prices, mortgages, market conditions, and other related information
  - Promote properties through advertisements, open houses, and listing services
  - Mediate negotiations between the buyer and seller □ Ensure all terms of purchase contracts are met
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## **LOGISTICS COORDINATOR SECURITY DEPARTMENT-INTERNSHIP SOLIDERE**

2009-2010

- Coordinating and monitoring supply chain operations
- Ensuring premises, assets and communications are used effectively

## **EDUCATION AMERICAN UNIVERISTY OF SCIENCE AND TECHNOLOGY WITH THE COLLABORATION OF EMPIRE STATE COLLEGE (ESC)**

2012- expected graduation fall 2019 Bachelors in  
Public relations

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**LANGUAGES** Arabic (mother language)

English: Fluent

French: Fluent