

Mostafa Arnaout,
Born in 14/06/1993
Bachelor in Accounting And Finance
Saida Al Fawer
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CAREER OBJECTIVE

Seeking a challenging position with an opportunity for professional career development as a marketing specialist/sales representative.

PERSONAL PROFILE

- Skillful in team leadership, customer focus, time management, planning, and attention to detail.
- Proficient in Microsoft Office Suite, Oracle System.
- Expert in Branding and Marketing for Dewalt and Stanley brands.
- Strong in interpersonal skills, scheduling.
- Knowledgeable in market research and new opportunities identification.
- Familiar with equipment specifications and managing client Expectations.
- Ability to design and create spaces that are engaging and welcoming.

HISTORY OF EMPLOYMENT

1. **Trading Name:** Al-Rieaya [December 2015 – February 2016].

- **Procurement Officer**

2. **Company Name:** Al-Bawardi Tools and Hardware [March 2016 – February 2019].

Sales Supervisor in Dammam and Al-Khobar area

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| ○ Support sales force in getting P.O.'s. | ○ Prepare commercial business proposals. |
| ○ Advise, train and assist sales team on how to market the brands. | ○ Introduce new innovation to end users, (product presentations & demonstrations). |
| ○ Handle technical and financial issues. | ○ Achieve quarterly assigned targets |

3. **Company Name:** INJAZE Trading (Tools And Hardware) [March 2019 _ Till Present].

Showroom Manager and Accountant in Saida / Lebanon.

- Studying the features of all products on offer.
- Arranging stock in a manner that is both visually appealing and allows ease of movement.
- Ensuring that test models are set up and in outstanding condition.
- Training staff in effective sales and communication strategies.
- Negotiating prices and payment plans, and then closing sales.
- Advising Purchasers on items which ought to be restocked or removed from the catalogue.
- Resolving strain and conflict between staff to promote a jovial and productive workplace.
- Documenting sales and rewarding employees for these accordingly.

TECHNICAL TRAININGS

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|---|---|
| 1. General Training in Al-Bawardi on various brands like (Proto hand tools / Helvi welding machines/Master lock etc.) | 2. Training with Stanley Black & Decker on DEAWLT power tools and STANLEY hand tools. |
| 3. Training with Emerson company on Ridgid tools brand. | |

EDUCATION

Mostafa Arnaout,
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Undergraduate education:

Bachelor in Accounting And Finance form Jinan
University. <http://www.jinan.edu.lb/>
Graduated in 2015 (GPA = 77/100)*

CERTIFICATES, MEMBERSHIPS AND OTHERS

Professional Certification

1. Outstanding worker recognition*
2. Developing creative thinking.*

Interests and Hobbies

1. Good reader
2. Professional Kick Boxing & Amateur Runner

Languages

English/Arabic

SOME WORK OF BRANDING AND MARKETING

