

NADIM KARAKY

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🌐 Lebanese, Vanuatu 🌐 Nadim Karaki

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EDUCATION

2017 – 2018

Lebanese American University (LAU)
Bachelor's degree, Business Management

2013-2014

Collège Elite Beirut, Lebanese Baccalaureate
Economics and Sociology

CERTIFICATES

- Level 6 English Business – **Berlitz**
- Interpersonal communication training
- Sales program - **Allianz Academy program**
- Negotiation skills training

MEMBERSHIP

- **Team Leader**
Youth Entrepreneurs of the Lebanese
Chinese Association

LANGUAGES

■ English ■ French ■ Arabic

SUMMARY

An Insurance Financial Consultant and Marketing Coordinator with over 4 years of experience and a people-person with a remarkable PR and high social interest thus I am handling the Team Leader position of the Youth Entrepreneurs of the Lebanese Chinese Association.

I am always seeking for industry leaders and best opportunities, which goes parallel with my continuous self-development noting that my social intelligence in dealing with different types of people from different cultures makes me ready to join respectful multinational companies.

EXPERIENCE

2019-Present

ALLIANZ SNA

Insurance Financial Consultant

- Pulling from my industry understanding and gaining the experience to offer valuable advice specific to every client.
- Contacting, interviewing prospective clients to obtain data in order to customize the most suitable insurance programs and discuss any existing coverage and other types of policies (e.g. life, medical, car, personal accident etc.)
- Developing marketing strategies to compete with other individuals or companies in the same field.
- Seeking out new clients and developing clientele by networking to find new customers and generate lists of prospective clients.

February 2019-June 2019

R.E.D TRADING (FOR HOME APPLIANCES)

Sales Consultant

- Being responsible for going door-to-door to advertise, demonstrate and sell R.E.D's products.
- Staying up to date with product features by attending training/ demonstration sessions.

May 2015-January 2019

ETITOPIA CONSULTANCY

Marketing Coordinator (Part Time)

- Raising client's awareness to drive Eitopia Consultancy's Business and social etiquette training courses' sales and accomplish marketing objectives.
- Assisting the marketing manager in gathering information about the market.
- Assisting the competitive landscape, by conducting researches.
- Preparing marketing activity reports and metrics for measuring program success.
- Planning and managing meeting with clients, establishing contacts, developing schedules and assignments, and coordinating mailing lists.
- Developing and implementing Social Media strategies (e.g. releasing apps, games) in order to increase our online presence and improve our marketing and sales efforts.

INTERESTS

- Latest sales and marketing techniques and technologies
- Travelling / Discovering new cultures
- Sports
- Public relations

SKILLS

- Persistence
- Customer service
- Decision making
- Fast learning
- Attention to details
- Team & Time management
- Problem solving
- Analytical skills
- Persuasion Skills