

Bayane Chebaro

Lebanon | mayanec17@gmail.com | +961 78 857441 | Instagram: @business__savvy |
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A highly creative thinker, problem solver and social media enthusiast seeking to work with a dynamic firm. Frequently praised as hard-working by my peers, I can be relied upon to help your company achieve its goals. Freelance business content creator.

CORE COMPETENCIES

Personal Skills

Analysis
Problem Solving & creative thinking
Time management
Teamwork
Research & content creation

Professional Skills

Microsoft Office Suite
IBM SPSS
Canva
Hubspot
SEMrush

Languages

English (fluent)
French (fluent)
Arabic (fluent)
Spanish (beginner)

PROFESSIONAL EXPERIENCE

Sales Executive | Invocom, UAE (Remote) | April 2021 - Present

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking and social media.
- Prepare and deliver appropriate presentations on products and services.
- Negotiate/close deals and handle complaints or objections.

Product Consultant | Helpdose, Netherlands (Remote) | January 2021 – June 2021

- Prospected and qualified new sales leads while maintaining a well-developed pipeline of prospects.
- Created, planned and delivered presentations with prospects and met or exceeded quotas.
- Developed strong, ongoing relationships with customers and prospects.
- Tracked all sales activities in the company reporting system and kept current by updating account information regularly.

Customer Service Representative | Autokhaled, Lebanon | December 2020 – January 2021

- Maintained a positive, empathetic and professional attitude towards customers at all times.
- Communicated with customers through various channels and resolved customer complaints.
- Memorized the products inside and out to respond promptly to customer inquiries.

INTERNSHIPS

Quality Control Intern | Chedid & Associates, Lebanon | January 2020 – March 2020

Sales & Marketing Intern | Synkers, Lebanon | September 2017 – December 2017

Rotational Intern | Metlife, Lebanon | June 2017 – July 2017

EDUCATION AND PROFESSIONAL DEVELOPMENT

B.B.A in International Business Management, Notre Dame University Louaize, Lebanon (2016-2019)

Member of LiveLoveNDU club.

Member of NDU's Community Service.

SEO Fundamentals, SEMrush (2021)

Frictionless Sales, Hubspot (2021)

Social Media Marketing, Hubspot (2020)

Advanced Google Analytics, Google (2020)

Digital Marketing Professional, Digital Marketing Institute (2020)