

Stephanie Yammine

Area of Residence: Baabda
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Date of Birth: November 28, 1989
Age: 30
Citizenship: Lebanese
Place of Birth: Rabieh, Lebanon
Marital Status: Married

Objective:

To obtain a full-time position, whereby I can apply my knowledge and experience in my work field, with opportunities to grow in my work environment.

Education:

October 2008-January 2011	Bachelor degree in Nutrition & dietetics Notre Dame University Louaize (NDU) Zouk Mosbeh, Lebanon
October 1999-June 2007	Al Mawakeb School Dubai – UAE Grade 5- Grade 12
October 1991-June 1998	College des sœurs des saints cœurs SSCC Sioufi KG 1 – Grade 4

Experience:

May 18, 2017-Recent	Senior Business Development Officer in GWR Consulting.
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- Prospecting for potential new clients and turning this into increased business.
- Cold calling for UAE and Lebanese market to ensure a robust pipeline of opportunities.
- Identifying potential clients, and the decision makers within the client organization.
- Setting up meetings with client decision makers.
- Planning sales pitches.
- Participating in pricing the services.
- Handling objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Presenting new products and services and enhancing existing relationships.
- Working with internal colleagues to meet customer needs.
- Using knowledge of the market and competitors, identifying and developing the company's unique selling propositions and differentiators.

May 5, 2015-May 18,2017	Business Development Officer in GWR Consulting.
	<ul style="list-style-type: none"> • Creating and replenishing new clients' database for Mystery Shopping and Food Safety services. • Training on company's software and services. • Cold Calling potential leads and introducing them to our services. • Setting a meeting with the lead and preparing a proposal based on our meeting. • Selling the service to the client. • Following up on launching the Mystery Shopping and/or Food Safety service internally.
May 5, 2015-Recent	Mystery Shopper at GWR Consulting
	<ul style="list-style-type: none"> • Performing mystery shopping visits to many sectors including Retail and F&B in order to assess and evaluate the client's customer service. • Filling the visits' report by answering all the questions listed in the checklist. • Sending the report to GWR Consulting for editing.
October 22, 2013-May 1, 2015	Sales and Application Specialist in AlphaPro Company.
	<ul style="list-style-type: none"> • Generating purchases and invoices from company's software. • Performing stock inventory. • Acquiring product knowledge. • Meeting with customers and performing presentation about company's product range. • Preparing offers to customers. • Selling product to customers. • Installing equipment.
June 27-July 20, 2013	Two weeks workshop with Bledina Company.
	<ul style="list-style-type: none"> • Acquiring product knowledge. • Collecting customers' data. • Performing nutritional presentation to customers about the benefits of BlediKid to their kids.
April 2012-November 2012	Internship at Middle East Institute of health (Food Service and Clinical rotations).
Spring 2011-Fall 2012	Part Time Operator NDU – Zouk Mosbeh.
Summer 2010-2011	Secretary assistant Spring NDU – Zouk Mosbeh.
Fall 2009-Spring 2010	Working for students' affairs NDU – Zouk Mosbeh.

Certificates:

April 2017	Sales 2.0 Extended Program Certification <i>Science of Sales Institute.</i>
January 2017	Consultative Sales Certification "CSC" Designation <i>WIN Sales & Marketing Programs.</i>
July 2016	Supervising Food Safety L3 Training Certification <i>GWR Consulting.</i>
October 2016	Sales Strategies: Mastering the Selling Process Certification <i>The University of Chicago Booth School of Business.</i>
December 01, 2012	Colloquium Certification (became a licensed dietitian).
March 2012	Supervising HACCP L3 Training Certificate <i>GWR Consulting.</i>
May 2003	DELFI certificate (Unit A1 and A2).

Conferences:

- Attended the "Nutrition and Mental Health" conference at N.D.U.
- Attended the "Diabetes-Carbohydrate Counting" conference at N.D.U.
- Attended the "Consumer Health" conference at N.D.U.

Computer Skills:

Microsoft Applications: Word, Excel, Power Point, Outlook and Nutritionist-pro. Excellent Internet research skills.

Language Skills:

	<u>Speaking</u>	<u>Writing</u>	<u>Reading</u>
Arabic (Native)	Excellent	Good	Excellent
English	Excellent	Excellent	Excellent
French	Good	Good	Good

Personal Data:

Took Italian and performing arts courses in Notre Dame University and started studying German language in private sessions.

I love travelling, acting and learning new languages.

References:

Available upon request.