

Mohamad Mrad

Beirut, Lebanon

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EDUCATION

American University of Beirut , Suliman S. Olayan School of Business Bachelor's Degree in Business Administration Business Information and Decision Systems Concentration	2016 - Present Lebanon
Lycée Du Musée Lebanese Baccalaureate in Life Sciences	2001 - 2016 Lebanon

EXPERIENCE

Sales & Marketing Intern – Transmed <ul style="list-style-type: none">Learned the role of a sales executive.Promoted new company's products to customers to reach sales target of 3,000 \$Attended sales meetings with Sales & Marketing Managers.Tracked and presented a project on impulse categories in supermarket channels.Received the best project/Intern award among 8 other interns.Obtained and compared competition prices for the Brands Energizer, BIC and Schick.	07/19-09/19 Lebanon
Co-Founder - SugarNSpice (Food Startup) <ul style="list-style-type: none">Ensured cost control through market research and tradeoffs assessment between costs and differentiation.Analyzed monthly revenues by products in order to optimize sales and profits results by 25%.Prepared monthly income statements and cash flow Statements.Closed deals with suppliers and distributors and diversified company's distribution channels in new markets.	08/17 – Present Lebanon
Basketball Coach - Riyadi Basketball Club <ul style="list-style-type: none">Trusted with 20+ players to teach advanced basketball skills enhancement.Coached children aged 6-14 in basketball for 48 hours a month.Emphasized the importance of commitment, teamwork, leadership and communication during practices.	05/16 – Present Beirut
Summer Camp Monitor - Dent De Lait <ul style="list-style-type: none">Lead teams of 7-10 children in various intellectual and physical activities.Helped organize a summer camp program.	07/15 & 07/16 Beirut

AWARDS & CERTIFICATIONS

Certification in Time Management and Business Writing.	2019
Fullbridge U Program Certification A 2-month career preparedness course focused on effective communication, teamwork, Design thinking, and critical work management skills.	2019
Thomson Reuters EIKON Certification. A financial information service, including company data, market data, news, country and economic data, analytics and trading tools.	2018
University Sports conference JV men's Basketball league MVP	2017-2018
University sports conference JV men's Basketball league Champion	2017-2018

EXTRA CURRICULAR ACTIVITIES

Volunteer Summer camp Basketball coach at the American Community School (ACS) <ul style="list-style-type: none">Coached 15+ students of various ages basic basketball skills and concepts	08/17 & 08/18
Captain of the AUB Basketball Team	17-18 & 18-19
Member of the AUB Youth Club	

SKILLS

COMPUTER SKILLS: MS Office (Word, Excel, PowerPoint), Thomson Reuters Eikon program, @Risk, SPSS.

LANGUAGES: Fluent in Arabic, English, and French (writing, reading and speaking).

SOFT SKILLS: Leadership, Teamwork, Decision Making, Market Research, Critical Thinking, Communication.