



CHRISTIAN AHMARANI

Profile

Passionate and motivated looking to put all my capacities and knowledge into an organization that offers opportunities for growth and fosters a learning and advancement culture.

Experience

Senior Analyst

Hodema Consulting Services | 01/12/2021 - Present

- Undertake short and long term projects to address a variety of needs
- Meet with management to understand their requirements
- Use surveys and researches to collect necessary data
- Conduct situational and data analysis to identify and understand a problem or issue
- Provide advice or suggestions for projects improvement
- Formulate plans to implement recommendations and overcome objections: Concept Development, Franchising, Market Research etc.
- Practice Hazard Analysis and Critical Control Points (HACCP)
- Mystery shopping of competitor companies for the purpose of client market studies

Account Manager

Zomato | 01/11/2019 - 30/11/2021

Online Ordering Department:

- Handle a portfolio of 200 restaurants
- Plan and implement marketing growth strategies for restaurants
- Help restaurants to increase their visibility and engage better with their audience by selling Zomato products
- Ensure month on month growth of my merchants' businesses by taking data-backed decisions on aspects like dish-level orders, item pricing and delivery area coverage
- Help clients to increase their order volume by enrolling them in marketing activations that include merchant-funded discounts, exclusive offers etc.
- Monitor day-to-day operational metrics such as rejection rate, delays, visibility etc.
- Create and present clear performance reports to the clients and the management team

Assistant Manager

Ahmarani's Jewelry | 01/07/2016 - 31/10/2019

Family Business:

- Welcome the clients and expose them to the items that might fit their demands and requirements
- Report to the manager about the most requested items
- Ensure a safe, clean and aesthetically pleasing store environment
- Listen to customers and use their feedback to improve the jewelry
- Analyze jewelry sales trends and develop plans to maximize profits and minimize costs

Education

Master's Degree in Finance

Saint Joseph University of Beirut, Beirut | September 2019 - July 2021

Bachelor's degree in Business Administration and Management

Saint Joseph University of Beirut, Beirut | September 2016 - July 2019

Skills

Computer Skills

Excel ●●●●●
Word ●●●●●
Power Point ●●●●●

Capacities

Management ●●●●●
Sales ●●●●●
Marketing ●●●●●
Finance ●●●●●

Languages

English ●●●●●
French ●●●●●
Arabic ●●●●●

Certificates and Workshops



**Open-Access Strategy
Consulting Virtual
Experience Program**
BCG Certificate



Project Management
BitDegree Certificate



Financial Analysis
MIF Workshop

Referee

Hisham Chaeer

Head of Acquisition Team
Zomato
96170953293

Jana Kansa

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9613060899

Personal Contact

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