



JAD KAMALEDDINE

Tayouneh, Jamal Abdul Nasser Ave., Al Bassima Bldg., 5th Floor – Beirut, Lebanon

NATIONALITY:

Lebanese

CONTACT:

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EMAIL:

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INTERESTS:

Sports
Music
Traveling
Languages

LANGUAGES:

Arabic: Fluent
English: Fluent
French: Good Working Knowledge

PERSONAL ABILITIES:

Being able to engage with others.
Good Knowledge of Microsoft Office (Excel, Word and PowerPoint).

COUNTRIES LIVED IN:

Lebanon, Madagascar, Nepal, Senegal, United Kingdom and France.

EDUCATION

IAE Bordeaux University School of Management, France

2018 – 2019 (Master 2 in International Business Management)

Richmond, the American International University in London, United Kingdom

2014 – 2018 (BA in Business Administration - International Business)

American Community School at Beirut, Lebanon

Graduated 2014 (High School Diploma + International Baccalauréat Courses)

International School of Dakar, Senegal

2008 - 2012

WORK EXPERIENCE

Frei Medical Supply – Business Development Representative (Individual Contractor, Remote)

August 23' - Feb 24'

- Research and identify potential leads through various on-line channels (LinkedIn, web search).
- Contact and qualify leads through phone calls, emails, and other communication methods.
- Analyze and report on lead generation to track progress and identify areas for improvement.
- Follow up clients on every step of the sales process to ensure bargain success.
- Collaborate with teams to gain customer satisfaction and company profitability.
- Building strong relationships and loyalty with customers, being in constant contact.
- Carry out business actions on a daily basis: calls, emails.
- Ensure proper conducting of database and CRM.

Major Medical Solutions – Sales Manager (Individual Contractor, Remote)

April 22' - August 23'

- Create and develop sales strategy and manage sales activities for the company.
- Map potential customers and generate leads.
- Build strong relationships with customers and suppliers.
- Find and develop new and profitable avenues for revenue globally.
- Focus on European and global markets.

Social Media Marketing

Oct 21' – Aug 22'

I co-started an Instagram reseller company for pre-owned luxury brands.

- Contact sellers of pre-owned luxury brands and take photos of products.
- Exhibit products on the Instagram platform.
- Create a marketing campaign on social media (Instagram, WhatsApp).
- Respond to customer queries and arrange for the delivery of purchased products through a local delivery service.

Fidelity Assurance & Reinsurance CO. S.A.L. – Sales Consultant

Mar 20' – May 20': Undertook an orientation program in the following:

- Negotiate plans that match the needs of clients.
- Build strong positive relationships to increase client base and expand our presence.
- Analyze clients' current needs and suggest additions or changes.
- Promote other products

Invivox - Digital Marketing Account Manager (Intern)

Feb 19' – July 19':

- In charge of the creation and implementation of marketing campaigns from A to Z.
- Monitor to offer new features to improve the platform.
- Getting in regular contact with doctors and medical institutions around the world for the implementation of their marketing campaign and the follow-up of the returns.
- Using different social media platforms to promote training courses.
- Lending a hand on various exciting challenges in regards to my interests and assets.

VOLUNTEER WORK

Samusocial Dakar: Helping Senegalese street kids with basic education, creation of leisure activities.

Jappale Dakar: Help during school fundraising events to financially support the staff and their families.

Lebanon (Summer 2013): Volunteer work to help kids with physical and mental disorders by providing them with opportunities and competencies for their everyday lives.