

# Latif Makhoul

Business Development

55170521  
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Doha, Qatar

## EXPERIENCE

**Concession Leader**  
Qatar Star Services  
11/2021 - 12/2021

- Managed the food and beverage distribution in the FIFA Arab Cup 2021
- Lead small teams of various nationalities throughout the tournament
- Coordinated with different companies in different sectors to mutually reach our collective objectives faster

**Investment Banker - Sales and Trading Division**  
Citi Group  
01/2021 - 03/2021

- Presented new project ideas to the team frequently
- Assisted Outside Sales Representatives throughout the investment sales process. Coordinated transactions with top brokerage houses.
- Solved financial cases regarding key economic changes and trends

**Business Development Representative**  
Gavern Fund  
06/2019 - 08/2020

- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.
- Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors' developments.
- Boosted company revenue by 30% during the first year of employment

**Account Executive**  
Astor Capital  
03/2018 - 04/2019

- Exceeded company targets by 122% via thorough prospecting, building up new business, and managing existing account lists
- Negotiated and closed successful business deals
- Increased monthly recurring revenue by 25% through cold-calling

## SKILLS

Microsoft Office	Advanced
Negotiation	Advanced
Public Speaking	Intermediate

## LANGUAGES

English	Fluent
Arabic	Native
French	Intermediate
Spanish	Basic

## EDUCATION

**Business Administration**  
Holy Spirit University of Kaslik  
  
Bachelor's Degree  
GPA 3.9