

Ayman Omran

Marketing & Advertising graduate with a sales background. A highly motivated and hardworking individual looking for a responsible role in a reputable organization.

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📞 76-076995

📍 Beirut

HIGHLIGHTS

Highly Communicative

Analytical Thinker

People Oriented

Initiative taker

EXPERIENCE

Brand Representative

ABC SAL – Beirut, Verdun

Oct 2021 -Present

- Manage stock orders and display standards.
- Deliver Business situation analysis and KPI development using assessment tools.
- Follow up on shipments, quantities, and trends and new collections.
- Manage a team of 3 sales associates and take responsibility for their development, performance, and satisfaction.
- Use assessment tools to monitor and rate employees and yearly performance of team members.
- Create action plans involving team members and management to reach certain monetary goals. Manage designated sales targets, division on team members, and follow up on daily, monthly and yearly monetary achievements.
- Communicate and follow up with suppliers on trends, stock orders, and other matters relating to the brand.
- Consult with the buyers and visitors from abroad on display and stock orders.
- Assess brand performance and brand position in comparison to competitors and global brand performance.
- Attend and organize meetings with Marketing, HR, upper management, buyers, suppliers, and international visitors according to needs.
- Manage projects related to developing employee skills, company visibility and customer interaction, or workplace development and conditions.
- Fill in other managerial duties according to necessity or need.

Sales Associate

ABC Sal – Beirut, Verdun

Feb 2018 – Oct 2021

- Recommending Merchandise based on individual requirements.
- Achieving individual and department monthly sales goals.
- Applying proper replenishment of merchandise.
- Completing efficient and accurate transfers.
- Attending team meetings.
- Greeting customers and determining their needs and inquiries.
- Assisting the customers and responding to their needs.
- Proactive and an active team-player.
- Preparing detailed feedback of a brand.

EDUCATION

Bachelor's Degree

- American University of Science and Technology
- Sep 2016 -Jul 2021
- Major: Marketing and Advertising
 - Media planning and audience analysis
 - Market Research
 - Consumer Behavior
 - Integrated Marketing Communication
 - International Marketing

CERTIFICATION

Udemy ~ 2022

The Complete Digital Marketing Guide

Digital Marketing & Social Media Marketing Mastery, Google Ads, Facebook Ads, SEO, WordPress, Instagram, YouTube & More.

Google ~ 2020

Fundamentals of digital marketing – maharat min Google

Attended online seminar

Microsoft ~ 2016

Microsoft Office Excel

Microsoft Office PowerPoint

Certified Office Expert

ICDL ~ 2017

Computer essentials ECD/ICDL

Certificate

LANGUAGES

English – fluent

Arabic - Native

AWARDS

Employee of the quarter

EOQ 3 – 2019 at ABC SAL

Employee of the quarter

EOQ 1 – 2022 at ABC SAL

SOFTWARE SKILLS

Adobe PS

Adobe AI

WordPress

Copywriting

SEO

Google Ads

Interests

Photography

Tech enthusiast

Video Games

Nature-seeking