

Marie-Louise SAKR AOUAD



CONTACT

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PERSONAL SKILLS

Leadership Skills
Determined
Good Communicator
Hard Worker
Teamwork Player
Enthusiastic

TRAININGS

Selling Skills
Advanced Communication
Human Behavior
Body Language
Train the Trainer
Adoption Style

ACHIEVEMENTS

- Hit assigned target in 2015 by 109 %
- Hit assigned target in 2014 by 103,5%
- Award of "Best Sales Performance" in 2013

WORK EXPERIENCE

2018 – 2020 SENIOR ACCOUNT SPECIALIST

DROGUERIE DE L'UNION

- Promote products for customers and implement surveys for designated projects.
- Manage specialized programs, elaborate and implement a marketing plan.
- Maintain quality service by monitoring standards and anticipating potential problems.
- Plan and organize successful events.
- Analyze current situation with challenges and opportunities to ensure targets are met.
- Communicate openly and negotiate with the distributor and governmental institutional teams.
- Has ability to cope with dynamic market conditions and develop sales and Marketing strategy accordingly.

1995 – 2017 SENIOR FIELD SALES SUPERVISOR

ALGORITHM S.A.L

- Support and assist team members to reach and exceed their assigned targets.
- Develops strong partnerships with KOL and ensure the proper ROI.
- Manage the execution and tracking of the Marketing plan.
- Screen CVs, interview and recruit in a timely manner.
- Identify and Empower potential talents for career development and progression.
- Ensure the accurate flow of communication with all stakeholders to build the business.
- Train, coach and mentor team members in specialized techniques.

EDUCATION

2002 - 2004 MASTERS IN BUSINESS ADMINISTRATION

USJ in affiliation with Paris Sorbonne/Paris Dauphine Universities

1990 - 1994 MASTERS IN BIOLOGY

Lebanese University Fanar Beirut
Life Sciences

1974 - 1989

BAC 2

Freres Maristes Champville School
Experimentales Sciences