

Saadeddine Salem

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Summary

Experienced salesman, natural-born team player, and a certified life coach and trainer, is a result-oriented and customer-focused businessman seeking a full time position as a Trainer or Coach where I can fully utilize my trainings and skills and expand them while making a significant contribution to the success of the company.

Languages:

English (fluently spoken, written and read)

Arabic (fluently spoken, written and read)

Experience



Certified Life Coach

Start Smart

Jul 2020 - Present (1 year 1 month +)

- Assisted clients find their career path and reach their dream job by challenging them and helping them overcome their limiting beliefs.
- Motivated and guided clients to control their emotions and enhance their communication skills.
- Initiated several workshops related to leadership, personal development, and goal setting to assist my clients in finding their purpose and becoming successful leaders and entrepreneurs.



Business Marketing and Community Manager

Salem Trading Company

Jun 2018 - Present (3 years 2 months +)

As New Business and Marketing Manager

- Researched and orchestrated the import and marketing of electric motorcycles and new gasoline bikes exclusively by Salem Trading for the first time in the country.
- Planned and executed the import and marketing of performance improvement kits for motorcycles, with the company as exclusive agent.
- Attracted 3 new wholesalers, maintaining a solid relationship with them to date
- Implemented a consultative and value driven-driven approach to exceed company sales goals by 40% in 5 months.
- Resolved and DE-escalated customer complaints by solving issues quickly, achieving a high level of customer satisfaction.

As Community Manager

- Established Salem Trading's presence on social media, recruiting 7100 followers in just one year.
- Designed and edited to date the company's social media calendar and posts.



Intern

Blom Bank Beirut

May 2018 - Jun 2018 (2 months)

- Anchored financial and customer relations experience by rotating in various departments, including teller and customer service



General Assembly

Lebanese Red Cross

Oct 2017 - Present (3 years 10 months +)

- Attended various training related to planning and leadership in addition to communication and interpersonal relationships.
- Worked with a team in order to host events successfully.
- Involved in charity activities related to collecting food donations and distributing them to the poor
- Currently also Head of Family where I make the communication smoother between the committee and the members.
- Moderator where I facilitate discussions on several controversial topics and ensure that discussions flow in a positive way.



Cashier

PIKITUP

Dec 2016 - Jan 2017 (2 months)

- Assisted customers in finding products and offered product information to help them make appropriate choices.
- Processed cash, credit, debit and voucher payments for customers in an efficient and accurate manner.
- When processing refunds, followed company return policies by inspecting merchandise for damage or wear.

Education



Lebanese American University

Bachelor of Science - BS, Business, Management, Marketing, and Related Support Services

2015 - 2018

Licenses & Certifications



Training of a trainer - IABC



Certified Professional Coach - Coach Transformation Academy

18-RU2D6

Skills

- Life Coaching • Teamwork • Video Editing • Relationship Building • Customer Service • Social Media • Business-to-Business (B2B) • Conflict Resolution • Leadership • Personal Development

Honors & Awards



Tenwih - Lebanese Red Cross

Jan 2018

Received Two Commendations for my commitment and dedication to the Institution in addition to improving the overall performance of the team.