

Rawad Maatouk

Sales & Marketing Representative

Saint Joseph University Graduate. Passionate about Marketing. Currently working as a Sales & Marketing Representative at Chemipaint - Dutch Boy. Through my 6 years career I have gained and developed many skills such as problem solving, communication skills, client service, and leadership. I am a motivated and curious individual always looking forward to learn new things in order to reach my full potential and achieve my objectives.



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📍 Antelias, Matn, Lebanon

🌐 [linkedin.com/in/rawad-maatouk](https://www.linkedin.com/in/rawad-maatouk)

WORK EXPERIENCE

Sales & Marketing Representative Chemipaint - Dutch Boy

12/2020 - Present

Choueifat, Lebanon

Tasks

- Create and apply Sales and Marketing strategies to infiltrate the Matn & Keserwan market while analyzing competition in order to improve our existing products and innovate new ones.
- SWOT analysis.
- Promote and sell company products to our existing retailers.
- Market and competition analysis.
- Report Suggestions and Complaints to upper management and take appropriate action.
- Account Management.

Waiter Deek Duke

08/2015 - 12/2020

Dbayeh, Lebanon

Tasks

- Upsell and Cross-sell different menu items.
- Train new staff members on work procedures.
- Exceed our guests' expectations through fast and reliable service.

Accounting Intern Roadster Diner / Deek Duke

07/2018 - 08/2018

Bsalim, Lebanon

Achievements/Tasks

- Learned how to complete simple accounting tasks as well as the basics of accounting.
- Learned how to use Dynamics NAV.
- Developed some computer Skills.

Acting Floor Team Leader Deek Duke

06/2017 - 09/2017

Dbayeh, Lebanon

Achievements/Tasks

- Developed crucial skills such as Leadership, Man Management, Organization, and Time Management.
- Inventory and Store Check and Management (Place weekly store orders according to demand and work load).
- Conflict solving.
- Cash Management.

EDUCATION

Bachelor's Degree in Business Management Université Saint-Joseph de Beyrouth

2016 - 2019

Beirut, Lebanon

Economic Science Baccalaureate Collège Saint Georges

2001 - 2016

Zalka, Lebanon

SKILLS

MS Office

Facebook Ads Manager

Google Ads

SEO & SEM

Communication

Teamwork

Attention to detail

Customer Service

Adaptability

Decision Making

Versatility

Composure

Planification

ACHIEVEMENTS

- Organized the orientation program for new students at Université Saint-Joseph, Huvelin in 2018 after volunteering as a mentor in 2017.

- Obtained a certificate for participating at the GC LAU MUN in 2014.

- Founding member of the Independent Academic Student Movement which ran for student council elections in 2018.

CERTIFICATES

English Proficiency Assessment (07/2018)

Issued From Saint Louis University In Saint Louis, Missouri, United States Of America.

Certificate of Participation (09/2014)

Issued by the Lebanese American University (LAU) in collaboration with Global Classrooms.

REFERENCES

References are available upon request.

LANGUAGES

Arabic

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

French

Full Professional Proficiency

Italian

Elementary Proficiency

Spanish

Elementary Proficiency

INTERESTS

Sports

World Politics

Technology

Cars