

JULIANO BASSIL

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EDUCATION

NOTRE DAME UNIVERSITY - LOUAIZE (NDU) - Zouk Mosbeh

Sep 2018 - May 2022

BBA in International Business Management

GPA: 3.21

- Dean's list for three consecutive semesters

COLLEGE MONT LA SALLE - Ain Saade, Lebanon

Sep 2012 - Jun 2018

- French and Lebanese baccalaureate, Life Sciences
- 3 years in the school's volleyball team

EXPERIENCE

APP4LEGAL, Dubai - Marketing Intern

Sep 2021 - Nov 2021

- Took care of report building and data analysis
- Assisted in the social media planning
- Worked on market and marketing research

ETAWJIH, Lebanon - Freelance Market research

Sep 2021 - Oct 2021

- Conducted an on site market research covering several geographical areas
- Interviewed multiple executives in the industry
- Reported Created reports and analyzed the corresponding data
- Utilized multiple online sources for qualitative research and data collection

Metlife, Lebanon - Sales Representative

Jul 2020 - Oct 2020

- Create, plan, and deliver sales presentations to a range of prospective clients
- Perform cost-benefits and needs analysis of existing/potential customers to meet their needs
- Establish, develop, and maintain positive customer relationships.
- Maintain client records with weekly reports to meet monthly goals

HVAC BASSIL - Assistant Manager

Jun 2018 - Sep 2018

- Assisted the manager in planning and implementing strategies to attract customers
- Coordinated daily customer service operations
- Created reports, analyzed, and interpreted retail data, e.g. Revenues and expenses

LEADERSHIP ACTIVITIES

SCOUT DU LIBAN - Regional Commissioner

Sep 2021 - Present

- Provided guidance for 10 scout groups in Lebanon in applying the scout method, and establishing tactical solutions to their problems
- Arranged, with a team of commissioners, several training camps and workshops for scoutmasters across Lebanon

MODEL UNITED NATIONS (NDU MUN) - Member in several Committees

Jan 2018 - Mar 2020

- Organized several fundraising projects to cover the expenses for the University level conference, as a member in the social events and PR team
- Responsible to contact schools across Lebanon to get their high school students to participate and build their public speaking skills, preparing them for the NDU MUN's conference, as a member in the communication team
- Assisted in planning and managing the feed of our social media platforms, vox pops, interviews, and created an archiving system for our shots and pictures, as a member in the social media team

SCOUT DU LIBAN - Scout Chief

Sep 2017 - Dec 2021

- Oversaw a group of 30 people aged between 12 and 17
- Organized weekly meetings with weekly goals and objectives
- Planned and organized between financial scout projects and camp activities
- Coordinated new scout plans and decisions with the members' parents
- Selected to attend a leadership and time management workshop in Jordan

SKILLS AND QUALIFICATIONS

Languages English (fluent), French (above average), Arabic (fluent)

Online courses Entrepreneurship in emerging economies, a course of study offered by HarvardX (Nov 2019)
Technology entrepreneurship: Lab to market, a course of study offered by HarvardX (April 2021)

Softwares Proficient in Microsoft Office

Interests Cooking, camping, hiking, volleyball