

OLA ZEITER

Email: olazeiter@hotmail.com

Beqaa, Lebanon

An ambitious, focused and collaborating relationship builder fresh graduate who is eagerly keen to learn and gain new experiences, as well as add value to any job position acquired.

EDUCATION

BS American University of Science and Technology, Business Administration-
International Business a Management Sep 2018-June 2021

Graduated with a high distinction degree for which key aspects and disciplines of international management were covered.

EXPERIENCE

Executive Search Recruitment Partner

January 2022-Present

- Responsible for recruiting top clients in Saudi Arabia and Dubai through generating leads and maintaining a good client-recruiter relationship.
- Assist in providing recruitment solutions for companies in alignment with the Saudi Arabia 2030 vision.
- Responsible for timely follow ups with clients for which satisfaction surveys on interactions and processes were collected.

Social Campaigner

June 20221-Feb 2022

[Men.tell](#) project: Co-developed the campaign “[I Fear](#)” aiming at raising the awareness on the importance of men’s mental health and normalizing men seeking out mental health support. The campaign has been developed as part of the **European Leadership and Debate Academy 2021/2022 Social Campaigning school/Competition** and featured so far on multiple TV and media channels (i.e. MTV news, MTV morning show, SAWT Beirut International “SBI” and voices of Lebanon radio). The project is currently among the few finalists of the school/competition.

- Learned by practice the essentials needed to develop a full-fledged campaign addressing social issues in line with 2030 sustainable development goals. The program included an abroad visit to Aqaba-Jordan in November 2021 to build networks with emerging social activists, develop first-hand experience in MENA social campaigning and attend two masterclasses by the founder of ELDA.

- Led the production process and implementation arrangements, ensuring timely coordination with the different stakeholders as well as proper resources are in place throughout the project cycle.
- Created the campaign content in complementarity with the featured video, ensuring the content is sensitive and appealing to the targeted audiences.
- Supported the marketing strategy of the campaign, through connecting with social influencers and advocating for the topic on 3 media shows.

Sales Account Manager (Part Time Internship), Sales Department Dec 2019- Sep 2020
Company DevandGo Headquartered: RAK, UAE

- Managed a number of high profile and valuable contracts and accounts.
- Identified key accounts by analyzing their current growth, strategic importance and future potential.
- Identifying the key decision makers and influencers within a business and then targeting them
- Resolved complaints with key account holders.
- Developed and maintained relationships with clients.
- Shadowed the Head of Sales department.
- Ensuring that clients are maintaining their monthly payments

Content Creator-Marketing Department (Internship) **April 2020-Sep 2020**

Company DevandGo, Headquartered: RAK, UAE

Participated in the implementation of the company's marketing strategy through writing blog posts for the company's website.

- Created 20 blog posts for the company's website in support for the social media marketing strategy in boasting the website's traffic and increasing SEO.

WORKSHOPS

Conflict Transformation through Restorative Circles- ForumZFD **Dec 2021**

Learning through practice how to resolve conflict and facilitate restorative circles in order to rebuild connections between conflicting parties. This is a 6 sessions workshop, 3 hours each.

Panel Discussion- Danmission Middle East

Nov 2021

Learnt how to align social campaigning to utilize arts in peace building and conflict transformation programmes, including engaging stakeholders in shifting narrative online and offline.

Volunteer- UNRWA

August 2018

Supported the overall implementation of a community-based rehabilitation initiative targeting a group of children with special needs from Beqaa, Beirut, and Tripoli.

CERTIFICATES

Michigan Language Assessment-ECPE Proficiency in English May 2019
Fulfilled the requirements of the Michigan English Proficiency examination aimed at assessing listening, reading, writing and speaking at an advanced level in a variety of contexts.

COURSES/PROGRAMS

Digital Marketing Post Graduate Program January 2022-June (estimate end)
Learning top digital marketing tools and skills likes SEO, social media marketing, PPC, web analytics, and brand management featuring Masterclasses from Facebook, and Purdue and Harvard Business Publishing case studies.

The Art of Pitching -ELDA Nov 2021

Advanced Non-verbal Communication-ELDA Nov 2021

LANGUAGES

Arabic: Native

English: Full Professional Proficiency (Listening, speaking, writing and reading)

SKILLS

Public Speaking

Interpersonal Skills

Relationship Building

Creativity

Team work

Critical Thinking

Planning

Problem Solving

Microsoft Office (Word, PowerPoint, Excel)

REFERENCES

Christian Stahl- Founder of Elda

Email : cs@stahlmedien.com

Mo Wad- Founder of DevandGo and Former Head of Sales and Marketing Team

Email: mo@devandgo.com