

Dany AbdulSamad

International Business Management

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A self-motivated *International Business Management Graduate* with one year of expertise in Business Development Management and Public Affairs Consultancy.

Education:

2019 - Jun 2022 **BBA in International Business Management**, Lebanese International University LIU.
Relevant coursework: Customer Service Management, Sales Management, HR Management, International Business, Management Information Systems, Global Strategic Management, E-Business.

2018 - May 2019 **Istituto Italiano Di Cultura**, Studied Italian Language.

2017 - Jun 2018 **Freshman Studies**, Notre Dame University - Louaize (NDU), Lebanon.

Experience:

Business Management Intern: ZANAS Constructions; Mount-Lebanon/Beirut, Lebanon **2021-2022**

- Business Management and Development Associate, worked under the supervisory of my manager on creating business solutions and improve business performance through developing a network of contacts to attract new clients, research new market opportunities and growth projects, making sales projections and forecasting revenue, in line with projected income.
- Foreman/Supply Chain Supervisor, worked on managing the construction supplies over various company projects.

Sales Executive: MSN Company; Mount-Lebanon, Lebanon **2020-2021**

- Establishing contact and developing relationships with clients and potential clients.
- Developing database of leads through referrals, telephone, canvassing, face to face, cold calling on business owners and networking.
- Selling value added products to new and old clients.
- Meeting weekly and monthly sales KPIs.
- Communicating effectively to manage clients' expectations to ensure they receive a great service.

Key Skills:

- **Digital Skills:** Proficient with Microsoft Word, Excel, and PowerPoint / Data and Business analytics
- **Soft Skills:** Self-motivated with the ability to multitask, Good Time management skills, Proactive / Reliable, Works well under pressure, Good Communication skills, Critical thinking and problem-solving skills.
- **Languages:** English, Arabic, and Italian.

Volunteering Experience:

- Volunteering with the municipality crisis response in Ammatour during the pandemic (April 1, 2020)
- Volunteering scout chief (Summer 2019)

Extra Curriculum:

- Participated in the Youth Activism for Lebanese Accountability (YALA) program with the Lebanese Oil and Gas Initiative (LOGI) (February 2022 August 2022)
- Participated and completed the following trainings with The International Republican Institute-Lebanon (IRI) program: Development of governance structure for NGOs, proposal writing, development of a communication strategy, organizing, problem solving techniques (November 2021-April 2022)