



# Hani Shanaa

Account Executive



hanishanaa21@gmail.com



+971 58 222 1950



Abu Dhabi, United Arab Emirates



linkedin.com/in/hani-shanaa-0928ba18a

## SKILLS

Microsoft Word, Excel, PowerPoint

Negotiation Skills

Communication Skills

Sales

Time Management

## VOLUNTEER EXPERIENCE

### Field Officer Donner Sang Computer (DSC)

02/2018 - 02/2020,

Beirut, Lebanon

Tasks/Achievements

- Organized, hosted and presented events all over Lebanon
- Volunteered in educating disadvantaged children in several refugee camps in Lebanon

## CERTIFICATES

The Fundamental of Digital Marketing - Google (03/2020 - Present)

## EDUCATION

### Bachelor of Business Administration, Business Management Beirut Arab University

09/2017 - 02/2020,

Beirut, Lebanon

### Bachelor of Business Administration, Accounting Notre Dame University

09/2015 - 05/2017,

Beirut, Lebanon

### Technical Baccalaureate in Accounting National Evangelical School of Girls and Boys

09/2000 - 05/2015,

Saida, Lebanon

## WORK EXPERIENCE

### Account Executive Emirates Snack Food

01/2021 - Present,

Abu Dhabi, UAE

Achievements/Tasks

- Responsible for selling and total account management activities for Multinational Brands such as: Barilla, Indomie, Hershey's Alpro etc.) across all Carrefour, Spinney's & Waitrose in Abu Dhabi
- Deliver sales and market share targets within Carrefour Hyper/Super, Waitrose and Spinneys in Abu Dhabi
- Deliver targeted distribution levels with customers across their outlets
- Manage a team of 11 merchandisers
- Internal and External Negotiations to ensure Promo Plan is executed within brand guidelines and adhering to the customer's concern.

### Sales Executive Select Agency

06/2018 - 02/2020,

Beirut, Lebanon

Achievements/Tasks

- Sales Executive Handling 1 region
- Managed day to day activities for In Store Operations
- Assisted hosting several events

### Financial Aid Officer Notre Dame University

01/2016 - 06/2017,

Beirut, Lebanon

Achievements/Tasks

- Data Entry
- Guided students in their financial aid application process

LANGUAGES

---

English  
*Professional Working Proficiency*

Arabic  
*Native or Bilingual Proficiency*