

Contact

Phone

96170008455

Email

Omar.Frej@outlook.com

Address

Lebanon-Beirut

Education

2019-2023

BBA MARKETING

**American University of Beirut
(AUB)**

2018-2019

BACCALAUREATE IN Life Science/
Makassed Ali Bin Abi Taleb College

Expertise

- Sales Force CRM
- Cold Calling and email prospecting
- Telemarketing
- Service after Sale
- Data Administration
- Data entry
- Microsoft Excel, Word, and PowerPoint
- Canva

Personal Skills

- Communication
- Active listener
- Leadership
- Presentation Skills
- Creativity
- Working Under Pressure
- Confidence

Language

English

Arabic

Omar Freij

Experience

2022-Till Date

Fit District Gym

Sales and Front Desk Manager

- Create and execute a strategic sales plan that expands our customer base and extends the company's global reach.
- Meet with potential clients and grow long-lasting relationships that address their needs.
- Recruit sales representatives, set objectives, train and coach them, and monitor their performance.
- Supervise the day-to-day operations of front desks and reception areas for business.
- Train and manage staff, supervise administrative and clerical duties, and address customer complaints and queries.

2021- 2022

Fit District Gym

Sales Executive

- In charge of reaching and exceeding performance sales indicators for the fitness studio, such as membership sales and renewals, retail and concession sales
- Upselling fitness classes and personal training sessions.
- Maintain long term client relationship through customer service and service after Sale.
- Responsible for having complete Product, Pricing and Promotion knowledge for the Gym membership sales.

2020-2021

Fit District Gym

Reception

- Make the clients of a gym feel welcome and complete a variety of front desk tasks, such as taking phone calls, answering to questions, handling correspondence, and keeping the reception area clean and well-organized.
- Directs visitors by maintaining employee and department directories.
- Managing daily system activity by checking in customers and entering the payments like renewals or PT sales.

2020-2022

Curious Scent

Founder

- Exporting wide variety of perfumes and selling them via different online platforms.
- Managing different marketing campaigns to create brand awareness to the startup.
- Managing customer Service
- Devolving pricing and promotional strategies