

Sami Dergham



ABOUT ME

An aspiring Sales Executive & Social Media Manager with a background in Computer Science.

LANGUAGE PROFICIENCY

Arabic (Native)
English (Native)
French (Fluent)

PROFESSIONAL EXPERIENCE

June 2022 -

June 2023 **Business Development Manager**

SupportRoom | UK – Remote

- . Maintain current client relationships and identify potential leads.
- . Contact potential clients to establish a positive business relationship with them and convert them to clients.
- . Develop new sales areas and improve sales through various methods.
- . Research the latest in the business industry and create new opportunities to expand business.
- . Collaborate with sales and design team to ensure requirements are met, such as sales numbers and profit goals.
- . Develop a strong understanding of clients' needs and products or services as well as business position and competition to compete in the market.
- . Create plans and goals for the business development team and ensure that they are met upon deadlines.

March

2022 - **Social Media**

Executive May 2022 SM Agency | Lebanon - Remote

- . Handle several accounts in terms of social media management on several platforms.
- . Create content calendar and handle posting.
- . Come up with creative content and work closely with designers to implement it.
- . Write and copywrite engaging copies for posts.
- . Use CRMs and listening tools to manage social media presence, track online feedback and understand clients needs for each brand.
- . Respond to comments and customer queries in a timely manner.
- . Monitor and report on feedback and online reviews.
- . Stay up-to-date with digital technology trends.
- . Elaborate monthly performance reports.

CONTACT INFO



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Location:
Tripoli, Lebanon

ADDRESS

Tripoli, North Lebanon,
Lebanon

SKILLS



Microsoft Office



SalesQL



Sales Navigator



HubSpot



Emplifi

SOCIAL MEDIA



@Sami_Dergham



Sami Dergham



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@Sami_Dergham

August 2021 –
February
2022

Sales Director
The Digital Marketing Society | Dubai - Remote

- . Conduct market research to identify selling possibilities and evaluate customer needs.
- . Actively seek out new sales opportunities through cold calling, networking and social media.
- . Set up meetings with potential clients and listen to their wishes and concerns.
- . Prepare and deliver appropriate presentations on products and services.
- . Create frequent reviews and reports with sales and financial data.
- . Participate on behalf of the company in exhibitions or conferences.
- . Negotiate/close deals and handle complaints or objections.
- . Collaborate with team members to achieve better results. .
- Gather feedback from customers or prospects and share with internal teams.

EDUCATION

Computer Science | Bachelor's Degree | [Dnipro](#)

[University of Technology](#)

2019 - 2023