



# Rayan Rehayem

BUSINESS STUDENT

## GET IN CONTACT

📍 Baabdat, Mount Lebanon, Lebanon

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🌐 Rayan Rehayem

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## SKILLS SUMMARY

- SQL
- Tableau
- R Programming
- Microsoft Excel
- Adobe Photoshop
- Hubspot
- Sales Navigator

## SOFT SKILLS

- Teamwork
- Leadership
- Communication
- Time Management
- Autonomous
- Problem-solving skills
- Attention to detail

## LANGUAGES

- ● ● ● Arabic
- ● ● ● English
- ● ● ● French

## ACTIVITIES

- Lebanese Taekwondo Federation : Black belt
- Football
- Hiking, Ski, Camping, Biking
- Automobile et Touring club du Liban : Organizer and timekeeper

## EDUCATION HISTORY

### SAGESSE UNIVERSITY – LEBANON

Bachelor in General Business | 2020 – 2023

- GPA : 2.82
- Major courses : Accounting, Marketing, Management, Microeconomics, Macroeconomics, MIS, and ethics.
- Dean's Honor List.

### ANTONINE SISTERS HIGH SCHOOL

Lebanese Baccalaureate – Life Sciences | Class Of 2019

- Member of the Student Promotion Committee (Funding and Organization of activities and events).
- Member of the futsal team.
- Participation in interschool competitions ( mathematics, culture ... )

### GOOGLE DATA ANALYTICS

OCTOBER–NOVEMBER 2021

- Translate findings into strategic and tactical recommendations.
- Gained an immersive understanding of the processes and practices used.

## WORK EXPERIENCE

### RUNNINGTOOTH – SHANGHAI

Sales Representative | December 2021 – February 2022 ( remote )

- Meet and exceed sales targets.
- Build a rapport and establish long term relationships with clients.

### KANGAROO REWARDS – HAZMIEH

Brand Loyalty Expert | May 2022 – August 2023

- Generate cold calls to prospects in the MENA region on a daily basis.
- Successfully create business from new and existing customer accounts.
- Manage complex negotiations with senior-level executives.
- Establish, develop and maintain positive business and customer relationships.

### ASTROLABS – DUBAI, UNITED ARAB EMIRATES

Business Setup Consultant | September 2023 – Present

- Manage incoming leads and conduct meetings in person and online.
- Present tailored recommendations to leads based on their business activities
- Maintain the CRM and all internal systems updated
- Identify new business opportunities – including new clients, markets, growth areas

## EXTRACURRICULAR ACTIVITIES

### LES SCOUTS DU LIBAN – GROUPE STE. MARIE BEIT-MERY

Chief | 2020 – present ; Member 2010 – present

- Gained teamwork experience.
- Organized events and camps on a regional and national level.