Nemer Farran
MIS GRADUATE

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An accomplished MIS graduate with expertise in contract negotiations, bilingual proficiency in English and Spanish. exceptional customer relations and service skills, and a strong background in sales and marketing. I am currently seeking an internship or job position in my correlated field. Adding to that, securing a responsible career or training opportunity to strengthen my skills and fortify my abilities.

Work Experience

Financial Consultant
SNA – Allianz - Beirut

January 2024 – Present

- Conducted in-depth analysis of clients' financial situations.
- Developed personalized financial plans aligned with clients' goals.
- Provided strategies for wealth accumulation, risk management, and retirement planning.
- Built and maintained strong relationships with clients.
- Prioritized clients' best interests in all recommendations and decisions.

Real Estate Consultant
WERealEstate - Antelias

November 2023 – January 2024

- Improved marketing skills with bigger deals.
- Increase in the understanding of target audience.
- Getting used to external competitions and internal teamwork.
- Increase in the ability to satisfy customers with the best services.

Department of Finance
Kempinski Summerland Hotel & Resort - Beirut

May 2022 – October 2023

- Played a pivotal role in the finance and cash department.
- Acquired experience in the art of dealing with high profile families, enhancing personal relations, and exceeding all expectations.
- Getting used to multitasking and working under pressure.
- Sufficient knowledge of accounting and cash management including managing banknotes, Billing, Revenue Reconciliations, and General Human Resources.

Training Programs

Engaging and Informative Program
SNA Sales Academy – Allianz - Beirut

January 2024

- In-depth training in efficient sales techniques suitable for the insurance industry.
- Developed communication skills needed for persuasive client relations.
- Utilized modern tools such as Spiral for a successful financial advisory and sales process.
- Understanding key performance indicators for insurance sales.

Education

Management Information Systems (MIS)
Lebanese International University (LIU) - Beirut

September 2020 - January 2024

- Mainly a straight A student with a GPA of 3.16.
- Completed foundational courses in information systems, database management, and business analytics.
- Engaged in coursework focused on the integration of technology and business processes.
- Developed skills in programming languages such as Java, Python, or SQL.
- Explored concepts of data modeling, system analysis, and design methodologies.
- Gained proficiency in using MIS software and tools for decision support.

Lebanese Baccalaureate Program
Al Amlieh School - Beirut
Life Sciences High School Graduate

September 2008 – June 2020

Relevant Skills

- Java
- Python
- MySQL
- Tableau
- Sales
- Marketing
- Team Communication
- Human Resources
- Contract Negotiations
- Problem Solving