

## Jad Abou Elias

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### EDUCATION

**Lebanese American University** | Bachelor of Science in Banking & Finance May. 2022

- GPA: 3.17/4.0
- Major GPA 3.5/4
- Dean's Honor List (Fall 2021 till May 2022)

**Concordia University** | Montréal, Canada

- Completed a semester at Concordia University during Spring 2021

**Saint Joseph School** | Cornet Chahwan, Lebanon 2004-2018

- Lebanese Baccalaureate II-Life Sciences Section

### EXPERIENCE

**Junior Business Developer** September 2022 –Present

Omega Financial Solutions | Paris, France & Beirut, Lebanon

- Work on international B2B sales strategy & contributing to the expansion of the company's global reach.
- Established and maintained a comprehensive prospect database for targeted outreach.
- Design and implement a go-to-market strategy and an inbound marketing strategy, enhancing the company's market presence.
- Establish first contact with prospects (email, cold-calling, LinkedIn, etc.)
- Develop market studies and analysis to tackle new markets such as Luxembourg, Saudi Arabia, UAE, and Egypt.

**Accounting Intern** June 2021 – September 2021

English Cake SAL | Naccache, Lebanon

- Coordinating daily journal entries including the company's several expenses such as fuel, telecommunication, maintenance and repair, office supplies, etc...
- Monitored English Cake Payables of primary purchases from suppliers while focusing on applied VAT and the statement of account.
- Recorded entries for company's purchases of raw material from local and international suppliers. Entries include custom expenses, port, transportation fees, freight expenses, etc....
- Incorporated English Cake receivables from 45 different clients on daily average with reconciliation on the statement of account.
- Issuing sales invoices for more than 50 clients daily, reconciled sales returns, ensuring accurate financial documentation.
- Provided valuable insights through the review of monthly sales analysis reports, contributing to strategic decision-making.

**Intern** July 2017 – September 2017

Société Abou Elias SAL | Jdeideh, Lebanon

- Delivered sales project invoices for multiple clients and firms, showcasing attention to detail.
- Examined SAE's finances by reviewing and checking daily revenues and expenses.
- Operated closely with the Financing department to enhance net income and develop sustainable profitability techniques.
- Assisted in arranging the distribution of profits to the shareholders and organized the salaries of all the corresponding employees.
- Calculated and measured areas of buildings to insert scaffolds in the exterior (meter squared basis) and interior (meter cubed basis) of buildings and compounds.
- Studied and learned the multiple types of scaffolds, and the essential details on how to erect scaffolds into buildings and helped work crews extensively.
- Review of the monthly sales analysis report to issue a suggestion for the company's new target revenues.

### SKILLS

Leader | Detail Oriented | Strong Communication | Creative Problem-Solving | Time Management | Work and Goal Oriented | Microsoft Word | Microsoft Excel | PowerPoint

### LANGUAGES

Arabic | English | French | Spanish