

# YOUSRA EL HADDAD

## Business Development Manager

### Profile

I've got a big opportunity to have a long work experience in UNITED ARAB EMIRATES by joining some of the big companies in Dubai , working on my career of improving sales and growing company customer base.

### Work Experience

#### AllFood Trading

Business development manager

- 2023** -  
**2024** • Generated leads to bring new client revenue and improve bottom-line profitability.
- Coached team to build client relationships and exceed sales target.
- Schedule a meetings list weekly for each of my sales team , check the daily reports from them and prepare weekly report for what they achieved in the previous week and what is our plan for the coming week..

#### Bostani Chocolate and Gifts

Marketing and Sales Manager

- 2017** -  
**2023** • Working with the development team.
- Manage website design, content, Branding packaging and Logo Design
- Created, organized and implemented successful promotions using social media and tv media.

#### Diamond Insurance Brokerage and Consultancy

Sales Coordinator


- 2015** -  
**2017** • follow up with sales quotes and potential leads within target timeframes.
- Utilised expert active selling techniques to effectively negotiate and close the target.

#### Advertising


Bostani chocolate and gifts Trading


- 2017** -  
**2023** • Working in the product advertising in AL-ARABIA NEWS link :  
• <https://www.youtube.com/watch?v=XyzqxmW84h4>  
[https://www.youtube.com/watch?v=0sW\\_fR0nbdk](https://www.youtube.com/watch?v=0sW_fR0nbdk)

### Skills Summary

Time Management  78 %

Team Work  81 %

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 Lebanon - Beirut

### Education

#### Bachelor of Business Management

Beirut Arab University 2007 - 2011

#### Nadia Training Institute (Dubai)

2011-2012

-Computer sessions

-English Courses

### Skills

- Creativity
- Communication
- Teamwork
- Meeting deadlines
- Time Management
- Problem solving

### Language

English

Arabic