

Ali Youssef

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OBJECTIVE

Organized and motivated employee with superior analytical and communication skills, seeking a rewarding position that provides challenging work and opportunities to make an impact and promotes a culture that rewards strong performers.

WORK EXPERIENCE

- **Quoting & Pricing Executive, The Net Global** April 2024 – Present
 - Evaluating different market rates.
 - Assessing shipping costs and preparing quotations for clients.
 - Maximizing the profit margin by negotiating prices with different parties.
 - Coordinate and manage all aspects of the shipment process.
- **Trade Agent, Fast Freight Forwarders (3F), MSC** April 2022 – March 2024
 - Analyzing different markets in the shipping industry.
 - Organizing payments or processes transactions on behalf of the client, such as freight charges.
 - Negotiating rate contracts with carriers and vendors.
 - Planning shipping activities including documentation and shipments' schedules.
- **Operations and Customer Support Specialist, Presentail** April 2021 – Oct 2021
 - Recorded complaints and feedback.
 - Assisted customers with solving their problems.
 - Communicated with vendors.
 - Supervised all outgoing order activities.

○ Internships

- **Marketing Specialist, Marketeers.lb** Feb 2022 – March 2022
 - Managed social media activities including content and social media plan.
 - Overseeing all activities for the marketing plan.
 - Analyzed different market aspects through competitor study.
 - Created new partnerships.
- **Marketing and Business Development Intern, Macromed SARL** Dec 2021 – Feb 2022
 - Maintained relationships with existing clients and addressed their needs.
 - Initiated contact with prospects.
 - Conducted market analysis.

○ Volunteering Experience

- **Himaya, Fanar, Lebanon** Sept 2018 – Dec 2018
 - Planned and executed entertainment programs for the children
 - Negotiated sponsorship agreement
- **Save the Children Association, Beirut, Lebanon** Sept 2018 – Dec 2018
 - Managed food and equipment supplies needed for different events

EDUCATION

- IAE TOURS, Tours, France Sept 2021 – June 2022
Master's in marketing of services and Customer Experience
- Saint Joseph University (USJ), Beirut, Lebanon Sept 2020 – June 2022
Master of Business Administration & Management – Marketing
- Saint Joseph University (USJ), Beirut, Lebanon Sept 2017 – June 2020
Bachelor of Business Administration

Skills

- Hard Skills: Computing: Microsoft, Fleetrunnr, Woo-Commerce, SPSS and SoftProtech.
- Soft Skills: Communication, Public Speaking and, Time Management.
- Hobbies and Interests: Community service, photography, and hiking.
- Languages: Trilingual: Fluent in spoken and written English, French and Arabic.

References available upon request.