

Karim El Daouk

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Professional Summary

Dynamic and results-oriented business development professional with a strong background in market expansion, strategic partnerships, and revenue growth. Demonstrated expertise in identifying new business opportunities, building client relationships, and negotiating successful deals. Skilled in data analysis, sales strategy, and cross-functional collaboration to drive business success and achieve organizational objectives.

Key Skills

- Business Development & Expansion
- Lead Generation & Prospecting
- Strategic Partnerships & Negotiation
- Revenue Growth & Sales Strategy
- Market & Competitor Analysis
- Client Relationship Management
- Pipeline Management & Deal Closing
- Data-Driven Decision Making
- Team Leadership & Collaboration

Professional Experience

Founder | PowerFuel Supplements | October 2023 - Present

- Identified and captured new business opportunities, leading to substantial market expansion and revenue growth.
- Built and nurtured strategic partnerships with suppliers and clients to strengthen business operations and drive success.
- Developed and executed business development strategies focused on lead generation, client acquisition, and retention.
- Leveraged data analytics to optimize business processes and identify growth opportunities.

Assistant Store Manager | Nutrition Store | January 2022 - August 2023

- Directed business development activities, including prospecting, customer acquisition, and market analysis.
- Increased revenue by implementing targeted sales strategies and cultivating new client relationships.
- Conducted competitive market research to identify trends and adjust business strategies for maximum impact.
- Led store operations and team management, ensuring achievement of business development goals.

Sales Representative | The Toy Store | July 2020 - January 2022

- Achieved sales targets by identifying and converting new business opportunities.
- Established and maintained long-term client relationships, ensuring repeat business and increased market share.
- Analyzed market data to recommend and implement growth strategies.
- Utilized business development techniques to maximize sales and customer engagement.

Education

Bachelor of Business Administration in Management Information Systems
Lebanese International University | Graduated 2025

Technical Skills

Business Development Tools (LinkedIn Sales Navigator, HubSpot),
Google Analytics & Data Visualization,
Microsoft Office Suite

Languages

Fluent in Arabic and English