

Karim Nassar

Date of Birth: 18/12/1982

Contact

Address

Lebanon, Beirut

Phone

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E-mail

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Skills

Sales

Supervising Teams

FMCGs

Relationship Management

Pivot Tables/Excel

Data Analysis

Analytics

Key Accounts

Reporting

Languages

English

French

Arabic

Education

2011

Masters in Business Administration

Lebanese American University

2005

B.S. In Business Marketing

Lebanese American University

2002

French Baccalaureate in Humanities

College Louise Wegmann

Work History

June 2023-Feb 2025

Personal Trainer • Fitnesszone (Hamra)

-Personal training sessions.

Dec Apr-2023

Project Coordinator • Facilitate International (Zouk Mosbih)

-Dispatcher for maintenance jobs of commercial shops in the USA.

-Daily hiring of technicians and backups for work orders and emergency calls.

2020-2022

Personal Trainer • Muscleup Workshop (Hamra)

-Personal training sessions.

-Handled all gym operations PM shift.

2017-2020

Sales Representative • Al Amin Medical Instruments (Optical Dept, Eye-care, Healthcare Consumer Products) (Dbayeh)

-Developed the market for pharmacies and drugstores in Lebanon.

-Managed key accounts in Beirut (Optical shops).

-Sold Eye-care lenses and eye solutions (Beauty/Colored and Medical lenses).

2015-2017

Online Media Executive • Eastine Digital (Mansourieh)

-Managed funds, optimized bids, for key accounts on exchange

network platforms (programmatic ads).

-Created advertising campaigns on social media. Prepared communication plans and online benchmarking for clients.

2012-2014

**Account Executive/Customer Support • Mac Corp
(Electrical Engineering) (Jnah)**

-Account Executive: Made quotes for projects. Configured different low current systems on map blueprints. Followed installation of the systems until the completion of the project. Managed teams of technicians.

-Customer Support: Answered on calls. Solved client problems by investigating reports done by technicians. Drafted quotes and coordinated with technicians on the completion of maintenance tasks.

2011-2012

**Sales Supervisor/Rental Manager • JMG Limited
(Generator Distribution/Rental) (Nigeria)**

-Coordinated and supervised the day to day sales efforts of the team. Reviewed sales leads. Prepared sales reports on sales targets and individual salesman performance.

-Managed staff in rental department. Made transportation arrangements and assigned appointments with engineers for commissioning. Tracked generators in different company locations.

2007-2010

**Marketing Coordinator/Sales Analyst • I Hakim Doweik
and Sons (FMCGs) (Hazmieh)**

-Marketing: Managed consumer promotions, sampling campaigns and trained promoters. Retrieved information from the field such as competitor activity, prices, product placements. Sold products to new clients and managed key accounts.

-Analyst: Produced periodic reports detailing quantities sold, statistics and performance figures. Monitored and supervised salesmen/cashier activity, distribution and listings.

2005-2007

Sales Executive • Al Fardan Marine Services (Qatar)

-Sales of luxury yachts, boats, marine engines and equipment.
