Reem Awad

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Personal Profile

Ambitious and detail-oriented Finance graduate with a strong foundation in financial principles, analytical thinking, and Excel. Known for a diverse background in sales, fitness, and education, bringing excellent interpersonal skills and adaptability. Eager to apply academic knowledge and real-world experience to roles in financial analysis, investment banking, or corporate finance.

Work Experience

Business Development Representative – 1 Billion Followers Summit– September 2025 – January 2026

- Drove corporate ticket sales for the 1 Billion Followers Summit, targeting marketing leaders.
- Conducted outbound business development through LinkedIn prospecting, email outreach, and follow-ups.
- Qualified leads, identified decision-makers, and managed the sales pipeline from first contact to closing.
- Presented corporate ticket packages, group deals, and value propositions tailored to each organization.
- Built and maintained strong client relationships to ensure a smooth and professional purchasing experience.

Business Development Representative – EXEED Digitals – August 2025 – January 2026

- Drove corporate ticket sales for the 1 Billion Followers Summit, targeting marketing leaders.
- Generated and qualified leads through LinkedIn outreach, emails, and networking strategies.
- Developed and delivered persuasive proposals and promotional materials to secure corporate partnerships.
- Managed client relationships and coordinated communications to ensure a seamless purchasing experience.
- Collaborated with the team to refine outreach strategies and optimize conversion rates.

Business Development Representative – Nabatieh, Lebanon, AE Telco – June 2025 – July 2025

- Conducted lead generation and client outreach for the AE SIM app.
- Assisted in preparing business proposals and promotional materials.
- Supported communication with prospective partners to secure collaborations.

- Contributed to social media content ideas to enhance brand visibility.
- Coordinated with team members to streamline outreach processes.

Personal Trainer – Nabatieh, Lebanon, Venus Gym – March 2025 – Present

- Designed tailored workout programs to meet diverse client needs and fitness levels.
- Educated clients on proper exercise form, injury prevention, and overall wellness.
- Incorporated Pilates-inspired movements to improve flexibility and core strength.
- Utilized progress tracking tools to monitor client performance and adjust training plans.
- Fostered a supportive and motivating environment to enhance client engagement.
- Collaborated with colleagues to share best practices and optimize class delivery.

Personal Trainer – Nabatieh, Lebanon, Kaia Fitness Center – July 2024 – September 2024

- Designed high-intensity interval training (HIIT) sessions tailored to group needs.
- Ensured safety by demonstrating proper techniques and correcting form during workouts.
- Motivated participants to achieve performance milestones and maintain consistency.
- Created inclusive and energetic class environments to boost member satisfaction.
- Monitored individual progress and offered personalized modifications when needed.
- Collaborated with the gym team to organize fitness challenges and community events.

Ballet Instructor- Nabatieh, Lebanon, Russian Cultural Center-January 2021-Jan 2024

- Developed personalized lesson plans to enhance students' technical skills and artistic expression.
- Mentored advanced students for competitions and auditions, resulting in award- winning performances.
- Managed class schedules and maintained effective communication with parents.
- Implemented injury prevention techniques and promoted safe dance practices.
- Organized workshops and masterclasses with guest instructors to broaden student experience.
- Evaluated student progress regularly and provided constructive feedback for improvement.

Prefect & Academic Tutor- Nabatieh, Lebanon, Canadian Lebanese Academy of Excellence-September 2020-December 2020

- Provided individualized support to students with dyslexia, adapting learning materials and strategies to improve reading, writing, and comprehension skills.
- Monitored student progress and communicated effectively with parents and staff to address academic and behavioral concerns.
- Coordinated learning resources and implemented educational tools to enhance student engagement and participation.
- Maintained confidential student records and supported the administration in reporting and documentation tasks

Education

- **Lebanese International University** – (July 2023 – January 2026) Bachelor's Degree in Business Administration – Banking & Finance
- **Lebanese International University** – (October 2021 – June 2022) Freshman Diploma in Sciences
- **Sports Performance Institute (SPI)** – (October 2023 – June 2024) Diploma in Personal Training

Hobbies & Interests:

I possess strong entry-level financial analysis skills, with proficiency in Microsoft Excel for pivot tables and basic formulas, alongside a solid understanding of basic accounting principles. Being bilingual in Arabic (native) and English (fluent), I communicate effectively in diverse settings and excel in public speaking and client relations. Additionally, I am adept at leveraging social media platforms for engagement and maintain personal interests in gym training, Pilates, and reading.

References - References are available upon request.