

# Resume

## Hamza Nahhas

Lebanese • Bchamoun, Lebanon • +961-81-256-547  
hamzanahhas5@gmail.com • [linkedin.com/in/hamza-nahhas](https://www.linkedin.com/in/hamza-nahhas)

### SUMMARY

---

Dedicated Business Information Technology professional with a background in digital marketing and sales account management. Experienced in leveraging tools and data-driven strategies to enhance business development and marketing operations.

### PROFESSIONAL EXPERIENCE

---

**EDM-Software Solutions S.A.L.**, Beirut, Lebanon

*Sales Account Manager & Business Development Representative*

- Completed a specialized training program within the SAP Unit Department.
- Managed sales accounts and identified new business development opportunities to drive company growth.
- Utilized organizational and negotiation skills to maintain client relationships and streamline department workflows.

**VERSATILE GROUP L.L.C.**, Dubai, UAE

*Digital Marketing Intern*

- Completed a comprehensive internship program within the Marketing Department.
- Developed and executed digital marketing strategies to increase brand visibility in the UAE market.
- Applied creative problem-solving and technical savvy to optimize marketing campaign performance.

### EDUCATION

---

- **Rafik Hariri University**, Damour, Lebanon (2022 - 2025)  
B.S. in Business Information Technology Management
- **Makassed Vocational Institution**, Beirut, Lebanon (2019 - 2021)  
B.T. in Information Technology

### SKILLS & OTHER

---

- **Certificates:** Administrative Professional Foundations, Excel: Data Analysis.
- **Technical Skills:** CRMs, ERP Systems (SAP, NORIA, Odoo), Microsoft Office Suite (Word, Excel, PowerPoint, Access), SQL, IBM SPSS Statistics, Meta Ads.
- **Programming:** C++, HTML5, JS, SQL, CSS, JQuery.
- **AI Tools:** Apollo.io, ChatGPT, LeadsGorilla, Gemini AI, DALL-E, Adobe Firefly, Figma AI, Microsoft Power BI, Joule AI.
- **Volunteering:** Previous Volunteer, Jarrah Scouts Association.
- **Languages:** Arabic (Native), English (Fluent).