

Mohamad Jamal El-Homsí

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EDUCATION

American University of Science and Technology – <i>Master's degree, Project Management</i>	<i>Feb. 2023 – Jun. 2025</i>
American University of Science and Technology – <i>Bachelor of Business Administration (BBA), Marketing</i>	<i>Oct. 2017 – Jun. 2021</i>
- Member of University Basketball Team. - Senior project focused on digital marketing strategies for drop shipping and online promotion.	

PROFESSIONAL EXPERIENCE

Lynch gaming center – <i>Sales & Operations Manager</i>	<i>Aug. 2022 – May 2026</i>
- Managed customer relationships and daily operations for 200+ monthly clients, ensuring high customer satisfaction and retention. - Led customer acquisition initiatives through social media marketing, partnerships, and loyalty programs. - Supervised staff performance, customer service standards, and sales-oriented operational activities.	
I SOLD Real Estate (France & Lebanon) – <i>Sales Consultant</i>	<i>Nov. 2024 – Jan. 2026</i>
- Generated and qualified high-potential leads through digital marketing, networking, and direct client outreach. - Conducted property consultations and negotiations, guiding clients through the sales process from inquiry to closing.	
OSE Properties – <i>Real Estate Sales Executive</i>	<i>Nov. 2024 – Dec. 2025</i>
- Managed a portfolio of residential and commercial properties across Beirut, handling client acquisition and sales activities. - Conducted market analysis and advised clients on pricing, investment opportunities, and property positioning.	
University Café – <i>Founder & Business Operations Manager</i>	<i>Oct. 2023 – Oct. 2024</i>
- Founded and managed a specialty coffee shop, overseeing sales operations, customer experience, supplier negotiations, and team management. - Led hiring, training, budgeting, and inventory management while maintaining cost-efficient operations.	
Modern House – <i>Marketing & Sales Associate</i>	<i>Sep. 2020 – Aug. 2021</i>
- Supported sales growth through digital marketing strategies, lead generation, and promotional campaigns. - Produced marketing content aligned with customer acquisition and sales objectives.	
Apps Arabi S.A.L – <i>Customer Success & Sales Support Specialist</i>	<i>Jan. 2019 – Dec. 2019</i>
- Assisted sales and finance teams with subscriptions, promotions, payment follow-ups, and customer retention activities. - Contributed to improving customer experience and service efficiency.	
Talaco SAL – <i>Sales & Customer Relations Representative</i>	<i>Jun. 2014 – Aug. 2014</i>
- Managed telecom customer onboarding, account activation, and sales of communication packages and services. - Assisted in achieving sales targets through effective communication and customer engagement strategies.	

EXTRACURRICULAR EXPERIENCE & VOLUNTEERING ACTIVITIES

Cryptocurrency – <i>Trader and Investor</i>	<i>Sep. 2024 – Present</i>
Studied the financial markets using fundamental and technical analysis to identify trading opportunities and optimize portfolio performance, successfully executing trades in over 10 cryptocurrencies.	
Decorate and Donate – <i>NGO Sales & Events Representative</i>	<i>Apr. 2023 – Aug. 2023</i>
- Supported initiatives empowering underprivileged women through artisan skill development. - Assisted in planning multi-city events across Lebanon and Jordan and enhanced digital outreach, contributing to 40%+ increase in total sales.	

ACHIEVEMENTS & CERTIFICATIONS

Google Digital Garage – <i>Fundamentals of Digital Marketing</i>	<i>Nov. 2023</i>
L'Oréal x Nestlé – <i>NxL Youth Empowerment Program</i>	<i>Nov. 2023</i>
FAPA Fine Art Academy – <i>Digital Marketing</i>	<i>Jul. 2023</i>
Wolf of Bey – <i>E-commerce & Digital Marketing Course</i>	<i>Feb. 2023</i>

SKILLS & PERSONAL

Languages: Arabic (Native) - English (Fluent)

Technical Skills: Microsoft Office Suite (Word, Excel, PowerPoint) · Meta Ads Manager · Shopify · Canva · CRM (Hubspot).

Interests: Basketball, swimming, horseback riding, travel, cultural exploration, learning about global economic development, and reading.