

# Aref Laham

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## EMPLOYMENT

- **MK Fitness and PT78** Personal fitness trainer (Beirut, Lebanon) August 2017 – Present
  - Undertaking and monitoring specialized training programs to individual clients
- **Solidere** Trainee (Beirut, Lebanon) July 2017
  - Participated in assessing and recruiting tenants
  - Completed a case study of market research in the main retail centers in Lebanon to provide a comparative analysis with Beirut Souks
  - Introduced to: commercial retail dynamics, leasing contract preparation, billing and collection process
- **ETS. Kettaneh FA** Trainee (Dora headquarters, Lebanon) March 2017 – April 2017
  - Marketing department: completed a competition analysis of the Audi vehicles series, supervised marketing booths and Audi exposition cars in Beirut
  - Accounting department: handled daily debit and credit cash transactions, bank and client reconciliation, and shipping and transport costs using Oracle; updated assets and governmental records
- **Lebanese Basketball Academy (LBA)** Group fitness instructor: April 2015 – Sept. 2015  
female basketball team (Beirut, Lebanon)
- **Peter Music & More** Percussion music teacher (Baakline, Mount Lebanon, Lebanon) June 2012 – Dec. 2015

## EDUCATION

- **American University of Beirut** June 2017  
Bachelor in Business Administration: Management, concentration in Human Resources  
*Key courses: Advanced topics in organizational behavior*  
*Contemporary issues in human capital management*  
*Award: Top team in strategic management (summer 2016)*
- **Collège Carmel Saint Joseph, Mechref, Lebanon** June 2013  
French Baccalaureate, Mathematics

## OTHER CERTIFICATIONS

- **International Fitness Professionals Association (IFPA)**  
Personal Fitness Trainer Certification June 2015
- **Lebanese National Higher Conservatory of Music** May 2013  
Baccalaureate in Percussion (*tabla*)

## LANGUAGES

English (full professional proficiency), French (full professional proficiency), Arabic (native)

## SKILLS

Oracle database, Microsoft Office