

Mariah M. Damaj



Sept 2014 - June 2017

Saint-Joseph University

Bachelor of Business Management (BBM) | Business.
Graduated with the third highest honors.

Sept 1999 - June 2014

Lycée Franco Libanais

Lebanese and French Baccalaureate Diplomas.



April 2018 - July 2018

Business Analyst at HEED

- Undertook daily research related to ongoing projects.
- Assisted project meetings, documentation and implementation of procedures.
- Assisted in preparing reports and deliverables required during any project engagement.
- Analyzed and interpreted research results by generating different scenarios.
- Built complex analytical models, based on sound scientific principles, and matrices for analyzing clients' sales organization.
- Reviewed and summarized internal data gathered from clients.

August 2017 - April 2018

Product Consultant at American Express

- Contributed to team effort by accomplishing required results.
- Cold-called prospective customers and received inbound sales lead calls.
- Established new customer accounts.
- Generated high referrals volume.
- Documented sales by creating or updating customer profile records.
- Served customers by helping them select products.

February 2017 - June 2017

Marketing and Sales at Fattal Group

- Accomplished marketing and sales objectives by planning, developing, implementing, and evaluating relevant advertisements.
- Identified marketing opportunities by spotting consumer requirements.
- Demonstrated features and operations of products.
- Assisted in payment procedures.
- Made products appeal to the target market.
- Generated reports on marketing and sales metrics.

March 2017 - April 2017

Online Trading at Bank Med

- Developed trading strategy
- Managed currency positions using technical/fundamental analysis
- Managed banking transactions including money transfer, and foreign exchange.
- Regularly executed Buy/Sell trading orders

July 2016 - August 2016

Digital Marketing and Client Servicing at Leo Burnett

- Assisted the client servicing department in doing research to identify specific business problems.
- Worked with P&G for the Always project.
- Developed creative briefs, presentations and analytics reports.
- Worked on the communication and digital strategy for Philip Morris and Pokémon Go.
- Created new marketing campaigns for clients.
- Developed a telecommunication benchmark report for Alfa.
- Developed a benchmark report for Soha Water.
- Conducted surveys in regards of different accounts held by Leo Burnett.

June 2016 - July 2016

Internship at the Cental Bank of Lebanon

- Assisted the Central Bank Museum.
- Assisted the finance and accounting department in doing trend reports and quiz

Enthusiastic, sociable and elegant with a monstrous drive for highlighting the pillars of organizational success. Well-versed and updated in the fields of marketing, research, consulting and finance.

Skilled individual who has the proven ability to meet corresponding deadlines and exceed the standard expectations. Confident communicator and critical thinking with a hawk-eye for the sharpest of details and intricacies.



04 - 05 - 1996

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