

# Patrick Katra

## PERSONAL INFORMATION

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Date of Birth: 24/08/1993

Marital Status: Single

Address: Jawhargi street, Tohme building, Zalka, Matn Lebanon

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Phone Number: +961 71 957 715

## OBJECTIVE

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I am looking for an opportunity to work in the marketing field to enhance my abilities and use my previous studies, application and trainings in the field, combined with my sales expertise and the interpersonal skills acquired throughout my work experience.

## EDUCATION

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### **Bachelor Degree in Business Marketing October 2015**

Lebanese University

### **SE 12<sup>th</sup> Grade completion June 2012**

College Notre Dame de Louaize – Zouk Mosbeh

## PROFESSIONAL EXPERIENCE

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### **Kiwi Studio Project – Jbeil, Lebanon** **Marketing Officer**

**February 2018 - Present**

- Analyzing questionnaires
- Writing reports, company brochures and similar documents
- Organizing and hosting presentations and customer visits
- Assisting with promotional activities
- Visiting customers/external agencies
- Helping to organize market research.

### **Right Surface – Sin el Fil, Lebanon** **Marketing/Sales Executive**

**November 2016 - Present**

- Assist with organizing promotional events
  - Monitor competitors' marketing activities
  - Conduct market research to identify new opportunities
  - Organizing sales visit
  - Preparing offers and quotations
  - Negotiating contracts
  - Reviewing sales performance
  - Attending trade exhibitions, conferences and meetings
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**ABC – Dbayye, Lebanon****November 2015 - October 2016****Sales Associate**

- Strong phone presence
- Closing sales
- Understanding customer needs and requirements
- Aiming to achieve monthly targets

**Select - Beirut, Lebanon****November 2014 – October 2015****Promoter**

- Introducing new brands
- Explaining offers
- Highlighting qualities and attributes of items
- Attending and participating in product knowledge meetings

**Blast'inc- Jal el dib, Lebanon****July 2013 – September 2014****Promoter**

- Introducing new brands
- Explaining offers
- Highlighting qualities and attributes of products
- Completing daily sales reports

**La Valeur Supermarket – Beirut, Lebanon****June 2012 – Septembre 2012****Cashier**

- Greeting customers
- Processing various types of transactions
- Delivering excellent customer service.
- Memorizing prices of popular merchandise

**ACTIVITIES**

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- Member in a football club since 2016
- Member in Lebanese Book Club since 2017
- Participant in cooking sessions with Kitchen Lab 2018
- Lebanese Food Bank Ambassador 2018

*References Available upon Request*

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