

# Curriculum Vitae

*Dietitian - Health Nutritionist Consultant*

*Sales Executive - Medical Representative*

## PERSONAL INFORMATION

Name, Surname **CARINE AKIKI**  
Address **LEBANON, BEIRUT**  
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Nationality **Lebanese**

## SUMMARY

A Registered Dietitian with more than ten years of expertise in the Dietetics and Nutrition field as well as in the Sales field, aiming to join the Nutrition and Dietetics Department or the Sales Department of a professional organization, where I get to enrich my experience and contribute to the organization's achievements and growth.

## AREAS OF EXPERTISE

- Dietetics and Nutrition
- Weight Management
- Medical Nutrition Therapy
- Medical and Scientific Analysis
- Diseases and Disorders Nutritional Planning
- Pregnancy and Lactation Nutrition
- Infancy and Childhood Nutrition
- Sports Nutrition
- Food Safety & Food Quality
- Healthy Cooking
- Pharmaceutical Industry
- Sales management
- Market Analysis
- Relationship Building
- Communication and Negotiation
- Training and Coaching
- Public Speaker (Trilingual)

## PROFESSIONAL EXPERIENCE

- September 2010 - to date **Dietitian and Nutritionist at Carine Akiki's diet clinic (a self-owned diet clinic) – Jamhour, Lebanon**  
Setting diet plans for weight management (weight loss and weight gain) including sports nutrition, pregnant women and lactation, infancy and childhood, patients suffering from behavioral disorders, and patients suffering from medical issues and diseases, for example and not limited to: diabetes, dyslipidemia and cardiovascular diseases, anemia, gastroenterology, gastroplasty, kidney disorders, and metabolic disorders. Launched, in October 2016, and until September 2021, a healthy and balanced plat du jour plan "MyPlate Healthy Homemade".
- April 2022 - to date **Assistant GM & Clinic Manager at Diet center – Tallet El Khayyat, Lebanon**  
Supervising the overall operation at Diet Center, Diet Shop, U-Diversity (culinary academy for youth with special needs), Dar El Aytam dietetic clinic, Bikhazi Medical Group dietetic department. Monitoring and taking key decisions on nutrition, quality control, sales, marketing, and administrative levels.
- March 2019 to December 2019 **Sales Consultant at HEED with Might and Main (part of Beirut Digital District) – Beirut, Lebanon**  
Analyzing the market, finding potential customers (B2B and B2C), and meeting with prospects to persuade them to enroll in the pragmatic, educative and continuous sales program that HEED offers.
- July 2018 till October 2018 **Sales Executive at TRAKMD (part of Beirut Digital District) – Beirut, Lebanon**  
Searching for business leads in the medical field, meeting with doctors and hospitals (HIS Department) to introduce to them a new digital healthcare platform in order for them to digitize their practices.
- August 2014 to October 2017 **Medical Representative at F.A. Hosri S.A.L – Beirut, Lebanon**  
Planning and managing the integration of a new line of sweetener and sugar free products in the market. Calling and meeting dietitians, pharmacists, and endocrinologists. Giving different sales and marketing trainings to the sales department. Following up with the team members on their schedules and sales reports.
- March 2013 to March 2014 **Medical Representative at Sanofi Pasteur – Beirut, Lebanon**  
Calling and meeting with pediatricians regarding vaccines. Preparing presentations, and attending doctors' conferences to promote the products.
- December 2011 to February 2013 **Quality Controller at Bach Snacks – Kfarshima, Lebanon**  
Implementing microbiological tests, visual tests and assessments. Checking that the production line adheres to the standards and procedures, and is complying with the requirements.
- November 2009 to June 2010 **Mount Lebanon Hospital – Baabda, Lebanon**  
(internship)  
Executed professional dietetics assignments along with following a dietetic and food safety training in order to be able to present the colloquium exam.



October 2009 (internship)	<b>Hotel Phoenicia Intercontinental – Beirut, Lebanon</b> Worked in the kitchen department, from the receiving areas, the stores to all the kitchens of the hotel. I got exposed to culinary methods focusing on the measures of hygiene and quality in order to improve them.
2009 (internship)	<b>Hôtel Dieu de France Hospital – Beirut, Lebanon</b> Introduction to therapeutic, dietetic and hospital work. It was an observational period regarding the role of a hospital's dietitian, taking into consideration the care services and the collective catering.
2009 (internship)	<b>Collège Notre Dame de Jamhour – Jamhour, Lebanon</b> It was a community project that allowed us to analyze the eating habits of teenagers, noting their nutritional flaws in order to improve them.
2008 (internship)	<b>Ecole Hôtelière at USJ – Mar Roukos, Lebanon</b> Learned the basic culinary methods, the objectives of this internship were to improve some Lebanese dishes, and to create new ones based on some criteria (calories, nutritional qualities, and taste...).

## EDUCATION

July 2010 University Name	<b>Colloquium Exam</b> <b>Lebanese University – Beirut, Lebanon</b>
Sept 2009 - June 2010 University Name	<b>Certificat Complémentaire de Stage Hospitalier en Nutrition et Diététique</b> <b>Université Saint Joseph (USJ) – Beirut, Lebanon</b>
Sept 2006 - July 2009 University Name	<b>Bachelor of Science in Nutrition and Dietetics</b> <b>Université Saint Joseph (USJ) – Beirut, Lebanon</b>
June 2006 School Name	<b>Lebanese Scientific Baccalaureate – Biology emphasis</b> <b>Collège des Dominicaines de Notre Dame de la Délivrande – Araya, Lebanon</b>

## LANGUAGES

Fluent in English, French, and Arabic (read, written, spoken).

## SKILLS, ACHIEVEMENTS, CERTIFICATES AND HOBBIES

SKILLS	Good user of Microsoft Office Platforms (excel, power point, word ...), and Internet surfing. Interpersonal skills, Organizational, Presentation and Communication skills, good knowledge of the scientific aspects of food, good scientific and medical analysis, ability to explain complex ideas simply, ability to identify and solve complex problems, and good decision making.
ACHIEVEMENTS	<ul style="list-style-type: none"> <li>• Member of LAND (Lebanese Association of Nutrition and Dietetics).</li> <li>• Participation as a professional speaker in various professional presentations, workshops, conferences, and interviews: <ul style="list-style-type: none"> <li>- 2016 to date: Radio Monte Carlo, Radio Mbs, Télé Lumière (interviewed about nutrition and health while focusing on my ambition to spread the right concepts of nutrition in the community).</li> <li>- 2012: <a href="http://www.nawa3em.com">www.nawa3em.com</a> (posted several interviews on their website).</li> <li>- 2011: OTV (I was hosted in a TV program to cook healthy dishes and give nutritional tips).</li> </ul> </li> <li>• Former member of the Rotaract Club of Beirut and Scout du Liban Association.</li> </ul>
CERTIFICATES	2019: Sales Program at HEED with Might and Main in Beirut, Lebanon. 2014: Diabetes education and disease management by the Lebanese Diabetes Society in Beirut, Lebanon.

## REFERENCES

Available upon request.