

## Laetitia Chaker

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### PROFESSIONAL STATEMENT

Motivated master's student with solid experience in sales leadership and client engagement. Proven ability to communicate effectively, adapt quickly, and build long-term client relationships through roles in sales and corporate internships. Detail-oriented, organized, and skilled in negotiation. Seeking a challenging opportunity and a growth-oriented team where I can apply my skills and continue to develop professionally.

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### EDUCATION

**2025 - Present**    **Université La Sagesse, Beirut, Lebanon**

Faculty of Economics and Business Administration

Accredited by FIBAA since 2024.

MBA Concentration in Global Business and Economic Strategy

**2021 - 2024**    **Université La Sagesse, Beirut, Lebanon**

Faculty of Economics and Business Administration

Accredited by FIBAA since 2024

BS in Business Administration Concentration in International Business and Economic Development

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### WORK EXPERIENCE

**Sep. 2021 - Present**    **Edgar Electrics, Beirut, Lebanon**

Executive Sales Manager

- Creating and maintaining strong relationships with key clients, and electrical engineers.
- Negotiating pricing and contracts, ensuring profitability.
- Managing the full sales cycle, increasing sales support.

**Oct. 2023**    **Malia Group, Amaret Chalhoub, Lebanon**

Rotational Intern in the Marketing, Procurement, and Finance department

- Analyzed market and procurement data.
- Supported campaigns and negotiations by building client relationships.
- Gained knowledge in corporate account payables, receivables and financial transactions.

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### CERTIFICATIONS AND WORKSHOPS

**Fall. 2023 - 2024**    **Université La Sagesse – Center for Career Development**

Job Readiness Certification

**Spring. 2024**    **AUF, Beirut, Lebanon**

Introduction to Intellectual Property

**Spring. 2018**    **Antonine University, Baabda, Lebanon**

Digital Marketing

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### SKILLS SUMMARY

**Computer Skills:** Microsoft Office.

**Competency skills:** Flexibility, Adaptability, Attention to detail, Communication, Problem-solving, Time Management.

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### LANGUAGES

Fluent in Arabic, English and French.