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|  | **Cesar Fares**  Date of birth: 14/06/1992  Address : Lebanon-Beirut  Marital status : Single  Mob: 70-679735,  Email: cesarjffares@gmail.com |
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| **Objective**  **education**  Sep 2010 -2013  School Graduate  2010  **Projects and experience**  **other skills**      **Abilities and extra curricular activities**  **REFERENCES** | To obtain a position that will enable me to use my strong organizational skills, educational background and ability to work well with people and enables me to make a positive contribution to the company.  Faculté de gestion et de management  *Université Saint-Joseph (USJ)*  *Huvelin – Monot*  Bachelor of Business administration and Marketing  *Collège du Sacrée Coeur\_ CSC*  *Gemayzeh*  Lebanese Baccalaureate: Economy and Sociology     * June 2015 until now:  **Sales Agent** **\_ Metlife ALICO** ( American Life Insurance Company),   Promoting, selling and developing Life insurance policies.  Based in Verdun office.   * January 2015 until May 2015: **Business Development Manager** **–SIS Technology Lebanon** – (BenQ authorized distributor in Lebanon and general Information Technology).   + Developing new marketing strategies,   + Working on media promotions (Facebook page, twitter, Instagram)   + Lunching weekly offers and bundles,   + Manage the Marketing & communication activity in coordination with the company management, sales teams and suppliers,   + Establishing and developing new business relations in corporate sector, under the segment of B2B business relations, like universities, schools, hospital, companies , institutes, agencies, hotels …   + Maintaining big corporate accounts by weekly follow up   + Seminar organization and participating in presentations of lunching new products in the Lebanese market with more than 300 hundred attendees,   + Gaming tournaments organization with the leading cyber gaming cafes in Lebanon with the sponsorship of BenQ Dubai ,   + Negotiate with new partners regarding new consignments with SIS Technology, contacting E-market websites owners and closing deals by adding our items … ) * February 2014 until December 2014: **Specialist Accounts Payable in Head Office of “JAS Forwarding Saudi Arabia Co.**” (International shipping company)(World Head Office in Atlanta USA), responsible of all Accounts Payable of 5 branches in KSA + intercompany payable netting.   + Communicating with JAS offices worldwide ( More than 140 offices around the world)   + Communicating with 3rd party vendors for statements and reconciliations   + Manage AP aging each month   + Data Entry   + Oracle (JDE ) experience for registration of all bank transfers ,prepayments and advances.   + Responsible of IT infrastructure in all SAJAS offices + communicating with our IT department in Atlanta for any IT issue for individuals.   + High pressured environment. * July 2012 till January 2014:Part Time Social Media and Marketing executive in ” SIS Technology S.A.L” , Fanar , (along with my main full time job in ALFA) * Internship at Abou Adal Group, HOLDAL s.a.l.  During July 2012 in the sales department and during August 2012 in the marketing department. * August 2011\_ January 2014 : **Orascom Telecom Costumer Service “ALFA”**   (Telecommunication company )   * + Answering incoming phone calls as costumer service ( 111 )   + Outgoing phone calls to sell products , services and offers (telesales executive)   + 3 years of experience * June 2011\_august 2011: Waiter at Crepaway Sodeco * July 2010\_August 2010:Waiter at Napolitana City mall * April 2010\_June 2010: Waiter at Bob’s diner ABC Achrafieh * August 2009 – September 2009: Agent in Teleperformance,Fattal, telemarketing department, Sin el fil, * June 2009\_July 2009: Waiter at O&C restaurant Jal el dib.   Computing Skills: Windows XP/Vista, Macintosh and Android   * Microsoft Office (Excel, Word, Outlook…) * Surfing and searching * Adobe Photoshop * Social medias * HTML * Mocha * Oracle   Communication :   * Fluent in Arabic, English and French and passed two levels in Spanish.   Excellent interpersonal, teamwork skills and leadership skills…  Community activity: event organizing, festival staff in university.  Governance: student council and president for one year (2013-2014)  Sports and hobbies: Scuba diving, night time hunting, body building and advertisements shooting (filmed 4 TV ADS until now)  **These are available upon request**. |
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