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|  | **Cesar Fares**Date of birth: 14/06/1992Address : Lebanon-BeirutMarital status : SingleMob: 70-679735, Email: cesarjffares@gmail.com |
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| **Objective****education**Sep 2010 -2013School Graduate2010**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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