

Younna Salim Azar
LEBANESE – FRENCH
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OBJECTIVE

Pursuing a position in Marketing within your organization where I can highlight my technical Education, technical know-how and validate my communication skills directly related to the products/services, monitor clients database and develop products/services promotion techniques to best match customers requirements. Highly motivated and self-directed with a strong work ethic to achieve goals as a leader or team member.

SUMMARY of QUALIFICATIONS

Excellent communication skills gained through working with team members on daily basis and contacting banks to report about clients' profiles and status
Great leadership skills acquired specifically after monitoring team members to finalize various academic projects
Successful contributor as a team member and tremendous capability to work with individuals having diverse backgrounds
Very well organized, enthusiastic and ability to complete all assigned tasks efficiently
Very patient, good listener and open spirit
Capacity to work under stress period

EDUCATION

Université La Sagesse – ULS, Beirut, Lebanon, Sept 2014 - May 2017

Masters degree in Marketing, current GPA: 3.6/4.0

Thesis Title: The Trade-off between Packaging Attributes and Consumer Brand preference: The Case of Perfume in Lebanon

Advisor: Dr. Ziad Haddad

American University of Science and Technology – AUST, Beirut, Lebanon, Feb 2007 – May 2010

Bachelor of Arts in Management, with honors, GPA: 3.2/4.0

PROFESSIONAL EXPERIENCE

Sept 2010 – Present

Banque Libano Française - Beirut, Lebanon

Client Investigation Agent

- Writing procedures and guidelines for the investigation department
- Collecting information about the client through specialized software
- Informing branches about potential clients
- Updating the “Bluering” Rating System Database and Paragon System Database
- Communicating with other banks for investigation
- Issue opinions about clients' banking history
- Issue monthly reports and statistics
- Coaching new members of the team and trainees
- Reporting to the Human Resource about trainees and new team members work progress
- Following up with the team for deadline of files

July 2007 – Sept 2007

TOTAL Abu Al Bukhoosh - Abu Dhabi, UAE

Visiting Intern, Internship program

- Billing
- Accounting
- Auditing and database maintenance

Oct 2006 – Dec 2006

Monroe Hotel – Beirut, Lebanon
Front Office Agent

- Booking
- Client profiling
- Client relationship management (average 7 clients per day)

Languages

English, French and Arabic: Fluent
 Spanish and Russian: Intermediate

Technical know- how

Microsoft Office, Fidelio System, Paragon – CDR,
 SAP, Bluewing Scoring System, Temenos 24, SPSS

Extra-curricular activities

Member of the LIONS social club (Beirut Gate(1year))

Painting (oil and acrylic)

Sports (gym, snowboarding, body combat, pilates, yoga, rock climbing and hiking)

Dancing (Caracalla (5years))

Passion to travel

Reference available upon request