



WALID SLEIMAN

●Beirut ●Lebanon

Email: w.sleiman91@gmail.com

Mobile: +961 70 737006

● ● ●

OBJECTIVE

The goal is to obtain a career opportunity with an established organization where my dedication, hard work and sincerity will gain me a position of substantial responsibility. I am looking for a challenging position in which my skills could be fully utilized. It is also my career objective to use my skills and knowledge to improve the quality of lives. Also, learning from others will enable me to achieve my goals speedily, while maintaining the highest possible standards.

HIGHLIGHTS OF QUALIFICATIONS

- Fluent in Arabic
- Excellent in English
- Beginner in French and Spanish
- Excellent communication and interpersonal skills
- Excellent organizational and multi-tasking skills
- Proficient in Office System work
- Proficient in Siebel system, Sales Force, Odoo, CRM, Office System and Outlook
- Proficient in many design software: Adobe Photoshop CS5, Adobe Illustrator CS5, Adobe InDesign CS5
- Proficient in many accounting programs: OMEGA POS, BIRD, PIXEL.
- Proficient in many banking systems: Bankmate, CoreBanking, PowerCard, CMS, etc.
- Sales and Customer Service Skills
- Marketing Strategy & Digital Marketing
- Business Development Training
- Event Planning

EDUCATION

- **2019 – 2020** Harvard University – Business School (Online Course):
Selling Uncertain Times
- **2019 – 2020** Google Digital Garage (Online Course):
Google Ad Display Certification
- **2019 – 2020** Google Digital Garage (Online Course):
The Fundamentals of Digital Marketing
- **2019 – 2020** Advanced Google Analytics, Digital Marketing Skills (Online Course):
Google Analytics Academy
- **2016 – 2017** Master's Degree in Real Estate Law:
Dubai Real Estate Institute, Dubai, United Arab Emirates
- **2009 – 2013:** Bachelor Degree in Business Administration, Marketing and Advertising Major:
Arts, Science and Technology University in Lebanon (AUL), Beirut, Lebanon
- **2006 – 2009:** Lebanese Official Baccalaureate Certificate – Sociology & Economics:
Saida Official High School, Saida, Lebanon
- **2005 – 2006:** Lebanese Official Brevet Certificate:
Jidden Intermediate School, Saida, Lebanon

WORK EXPERIENCE

February 2020 – Present Deputy Sales Manager – Sakr Real Estate Jounieh – Lebanon

Company Profile: Established in 2010, Sakr Real Estate aims to become a game-changer in the field of property development, management, marketing and sales consultancy in the Lebanese and regional real estate markets.

✓ ***Achievements and Responsibilities:***

- Managing sales consultants' team and provide them leadership and coaching trainings.
- Developing sales strategy to achieve organizational sales goals and revenues.
- Developing sales scripts for the team, assign targets for them and work flow.
- Supporting sales team with all necessary resource to enhance the performance properly.

- Tracking and following up with sales team clients in order to ensure the closure process.
- Tracking, collecting and interpreting sales figures and reporting.
- Investment consultant for residential, hotel apartments, offices, retails, lands and commercial properties.
- Generate new leads and closure
- Sourcing potential investors
- Attending to enquiries of walk-in clients
- Follow-up on legal documentation post-sales
- Successfully communicating with international clients globally
- Identifying client investment portfolio and planning strategies to improvise the same
- Seeking referrals from existing clients
- Conducting research exercises in the Lebanese property market with regards to market pricing, and newly-launched projects by competitors in Lebanon and Middle East.
- Participated and represented Sakr Real Estate in many Exhibitions, promotional events and Road Shows in Lebanon, Gulf Area and Middle East.
- Recruiting local and foreign real estate brokers to promote and sell Sakr Properties.

March 2019 – January 2020 Project Coordinator – “DPNA” Development for People and Nature,
Saida – Lebanon

Company Profile: Established in 2003, we are a non-governmental independent, grassroots-led organization based in Lebanon which promotes sustainable development for people and place.

✓ ***Achievements and Responsibilities:***

- Planning and leading project related to food security and agriculture sector.
- Implementing environmental activities and event.
- Fund raising and proposal writing.

May 2015 –February 2019 Senior Relationship Manager – DAMAC Properties, Dubai – United Arab Emirates (Promoted twice “Relationship Manager”, “Property Consultant”)

Company Profile: DAMAC Properties was established in 2002 as a luxury real estate developer providing unrivalled living experiences in Dubai, UAE. Over the past 13 years, the Company has grown to become one of the foremost luxury developers in the region, with projects spanning the GCC and wider Middle East. DAMAC Properties now develops multi-million-square-foot lifestyle communities, high-end and high-rise private apartment towers, ‘limited edition’ living experiences with global brands such as Versace, FENDI, Tiger Woods Design the Trump Organization and Bugatti, as well as operating and managing serviced hotel apartments and fully-fledged five-star hotels in collaboration with Paramount Hotels & Resorts.

✓ ***Achievements and Responsibilities:***

- Investment consultant for residential, hotel apartments, hotel rooms, offices, retails and commercial properties in DAMAC projects across Dubai, Qatar, Saudi Arabia, Lebanon, Jordan and UK.
- Generate new leads and closure
- Source potential investors
- Attending to enquiries of walk-in clients
- Follow-up on legal documentation post-sales
- Successfully communicating with international clients globally
- Identifying client investment portfolio and planning strategies to improvise the same
- Seeking referrals from existing clients
- Conducting research exercises in the Dubai property market with regards to market pricing, and newly-launched projects by competitors in Dubai.
- Working with product-promoters on the DAMAC stands at the major shopping malls in Dubai to inform general public of existing projects and newly-launched projects in Dubai and Middle East.
- Participated and represented DAMAC in many Exhibitions, promotional events and Road Shows in Middle East.

- Recruiting local and foreign real estate brokers to promote and sell DAMAC Properties in Dubai and beyond.
- Attended road shows and events in France, Greece, Cyprus, Uganda, Sweden, India, South Africa, Oman, Bahrain, Qatar, KSA and Lebanon.

February 2014 – April 2015 Marketing and Communication Executive - *Enfants Du Soleil EDS Group*, Beirut - Lebanon

Company Profile: The Enfants du Soleil group is one of prime animation companies in Lebanon that organizes social, cultural and educative activities for children from 3 to 15 years old. It is established in 2004, has short- and long-term partnership with the most prestigious clubs in Beirut and Metn region: Club La Marina Dbayeh since 2006, Adma Belhorizon Country Club since 2009, Mtayleb Country Club since 2010, Institute of Modern Lebanon since 2012, French Institute of Lebanon since 2013 & Movenpick Hotel & Resort 2014

✓ ***Achievements and Responsibilities:***

- Reporting to the owner
- Set the marketing plan and flow of work yearly
- Getting sponsors and fully responsible for contract with partner companies
- Searching for new club to invest in (business development)
- Manage the work follow of clubs; follow p with directors and management.
- Assign targets for each club.
- Controlling the expenses, revenue and prepare salaries for employees.
- Recruiting and selecting the staff before summer camps start and supervised the training sessions for applicants for all clubs.
- Purchasing materials and supervise the stock.
- Checking with clients in case of complains
- Fully responsible for organizing random events (rally paper, marathon, anniversaries and team building programs)

September 2013– January 2014: Jr. Product Management Officer – Head Office of Bank Audi SAL,
Beirut - Lebanon

Company Profile: The bank is fully fledged regional bank with a presence in 13 countries. Based on a diversified universal model, it operates principally in Lebanon and the Middle East North Africa (“MENA”) region and Turkey offering a full range of products and services that cover principally commercial and corporate banking, retail and individual banking, online brokerage, private banking and investment banking

✓ ***Achievements and Responsibilities:***

- Preparing all documents for the accounts opening
- Submit loans and credit cards.
- Booking investment deals and insurance policies
- Selling all bank products: opening accounts, credits cards, loans, investment, shares and insurance
- Follow up and arrange meeting with clients and companies
- Leading the ambassadors team of the bank
- Follow up daily with 72 branches
- Assigning the target for branches and ambassadors
- Draw the commission and results of ambassador team
- Fully responsible for organizing event at universities in order to promote our products
- Direct contact and follow up with our third party company ISIC
- Reporting directly to the product management officer

ACCOMPLISHMENTS

- Lead project related to food security and environment in Lebanon
- Achieved more than 200 Million AED sales transactions with DAMAC Properties.
- Entered the achievers club for 3 consecutive years, in addition to 4 promotions
- I have UAE Driving License

- During my entire career in EDS Group and Bank Audi, I was always above target without any rejected cases and no complain on my behavior.
- Implementing and execution of my senior project under the name of “Smart Furniture and Solar Wireless Appliances “.
- I graduated under a GPA 3.55, and I was awarded a distinction certificate from my university.

UNDERGRADUTE EXPERIENCE

2012 – 2013: Sales Executive, SAMSUNG, Saida, Lebanon.

NGO's EXPERIENCE

2005 – 2013: Volunteer, *Literature & Culture Association (LCA)*, Saida, Lebanon.

2008 – 2009: Volunteer, *Blue Mission*, Saida, Lebanon.

2007 – 2008: Volunteer, *Dialog and Development Center (DDC)*, Saida, Lebanon.

Achievements:

- Supporting people with special needs
- Crisis relief programs
- Designing afforestation campaigns for Lebanese towns
- Organizing Summer Camps for Kids
- Implementing projects and sport activities such as Rally Paper, Marathon, Carnivals
- Revive occasional events (Mothers Day, Child Day, International Women Day, Independence Day...)

WORKSHOPS

- First Aid
- Media Planning
- Leadership
- Teamwork
- Project Management
- Conflict Resolution
- Psychological Support
- Education Programs
- Theatre
- Environmental Issues
- Food Security

PERSONAL INFORMATION

Nationality: Palestinian (Lebanese Document).

Date of Birth: January 12th, 1991.

Place of Birth: Tripoli, Libya.

Gender: Male.

Marital Status: Single.

REFERENCES

Available upon request.