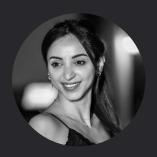
Dweet



Dalia Atallah

Account Manager

Abu Dhabi - United Arab EmiratesView profile on Dweet

Links



Languages

Arabic (Fluent)

English (Fluent)

French (Work Proficiency)

About

An outgoing, ambitious, and hard-working individual. 10+ years of experience have given me a desire to progress and succeed as I have provided high-quality and effective client relationships throughout my career.

BRANDS WORKED WITH



Experience

Sales Marketing Executive

SMILE LINK DENTAL LABORATORY | Dec 2022 -

- Create sales forecasts to target daily, monthly, and yearly objectives
- Actively seek out new sales opportunities through cold calling, emails, networking, and social media to establish rapport and set up meetings
- Negotiate prices, terms of sales, and service agreements
- Record all sales activities using the company Labstar software
- Assist in the creation of strong content to drive brand awareness and engagement
- Contribute to event marketing, sales, and brand promotion
- Handle customers relationship on all social media platforms

Marketing Executive

Golden Tulip Hotels, Suites & Resorts | Sep 2020 - Dec 2022

- Researching and developing marketing strategy, and evaluating success strategy
- Designing visual concepts for all sales & promotional activities such as newsletters, ads, brochures, posters, menus, and any other internal and external communication layouts and templates
- Monitoring daily conversation on social media channels & draft day-to-day reactive communications for Instagram, Facebook, and Twitter
- Coordinating with influencers, and members of the press to increase hotel awareness
- Preparing and coordinating photo shoots for corporate use and image library
- Assisting in the development of the hotel promotional activities including rooms, F&B events, facilities, conferences & meetings

Guest Relations

Golden Tulip Hotels, Suites & Resorts | Sep 2020 - Dec 2022

- Focusing on providing exceptional customer service to enhance guest satisfactionand build loyalty beyond reason
- Completing department operational requirements by scheduling and assigningemployees; following up on work results
- Ensuring the professional and effective running of the day-to-day

Rooms operation

- Handling guests complaints effectively and professionally



Fashion Stylist

DaliaStyle | Sep 2019 - Now

- Assessing client's needs & offering comprehensive styling tips matching their lifestyle
- Proactively engaging & communicating with my clients on a regular basis as their

professional advisor

– Coaching my clients while shopping for the purpose of an enhanced & unique buying

experience

– Updating my social media page with the latest seasonal trends, celebrities' styles, &

fashion hacks



Client Relations Specialist

Bank of Beirut | Oct 2015 - Apr 2020

- Promoted and cross-sold financial products & services to acquire 100% of customer business
- Contributed to the achievement of branch business objectives by meeting and exceeding individual sales & referral goals
- Built & developed long-term relationships with existing & new customers
- Ranked as top Performer based on growth potential, operational & product knowledge, and sales



Sales Executive

Koein | Dec 2013 - Jun 2015

- Researched and assisted with the implementation of marketing plans for current clients
- Negotiated agreement terms with potential clients and closed sales
- Developed and created an organized lead & sample tracking database
- _ Provided creative ideas for content marketing
- _ Developed digital performance campaigns



Account Executive

KITE Creative | Jun 2013 - Dec 2013

- Managed existing accounts by building and maintaining client relationships for local and regional clients
- Pursued new business opportunities through networking, research, and detailed proposal presentation
- Learned and used the industry's technical language needed to bid jobs, request work orders, and negotiate agreements
- _ Co-ordinated meeting with clients when required and following up with accurate note-taking & time-based action plans

Sales Associate

adidas group | May 2012 - May 2013

- Applied questioning techniques with customers to further understand consumer needs
- Handled the store's cash operations and physical inventory maintenance
- Learned efficient methods in restocking clothes for more attractive displays and effective stock control



Visual Merchandiser, Cashier, Sales Associate

BESTSELLER | May 2009 - Nov 2011

- Coordinated the store's display inline with brand guidelines and strategy
- Maintained an organized, visually appealing, and welcoming store environment
- Customized the store's different displays according to seasonal trends
- Delivered weekly floor moves, window installations, and mannequin

styling

- Worked with the Store Manager & Sales Team to achieve commercial goals
- Ensured store readiness prior to opening by completing the daily item checklist
- Demonstrated good product knowledge to customers on key promotions and offers



Account Manager

Capital D Studio | Sep 2023 - Now

- Build and maintain strong relationships with key clients, understanding

their unique needs and challenges

- Prepare regular reports for clients to keep projects on track.
- Facilitate brainstorming sessions and collaborate with creative teams to

develop impactful campaigns

- Coordinate project timelines and deliverables between clients and internal teams

Oversee budget management for projects, ensuring resource allocation Assist in company growth through new business development

Education & Training

2020 - 2020 ESMOD École Supérieure des Arts et techniques de la Mode

Certificate,

2019 - 2019 • ESMOD École Supérieure des Arts et techniques de la Mode

Certificate,

2008 - 2013 Notre Dame University - Louaize (NDU)

Bachelor in Advertising and Marketing,