



# Dalia Atallah

Account Manager

Abu Dhabi - United Arab Emirates

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## Links

[LinkedIn](#)

## 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

adidas group

Bank of Beirut

BESTSELLER

Daliastyle

Golden Tulip Hotels, Suites & Resorts

KITE Creative

Koein

SMILE LINK DENTAL LABORATORY

Capital D Studio

## 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 satisfaction and build loyalty beyond reason
- Completing department operational requirements by scheduling and assigning employees; 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 and sales
- 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

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- 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,