

# Rayan Karame

BUSINESS DEVELOPMENT

Paris, France

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## Languages

Arabic

French

English

## About

BRANDS WORKED WITH

Ashta.io

Save the Children International

## Experience

### ● Business Development Intern

Ashta.io | Jun 2022 - Now

Filtered and classified leads in the prospection list for sale and client generation Searched for new leads in every market in order to capture new potential clients Developed basic product website design on Figma Achieved sale targets through dictated sale plans Managed social media posts on a weekly basis Handled website blog posts Managed client orders in a timely manner (Chalhoub Group, Ithaki Showroom) and maintained CRM through day-to-day contact with clients Assisted the CEO on preparation of all company wide presentations (sales deck, pitch deck) Relayed customer feedback to the product and development team

### ● Child Protection Animator Intern

Save the Children International | Sep 2020 - May 2021

Cared for women and kids affected by the August 4 Blast in Beirut Formed databases on a monthly basis to keep track of a total of 2000 beneficiaries Received 650+ phone calls, in November 2020, which helped in reaching targets faster