Yasmeen Bassam Kilani

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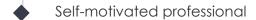
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Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.



Skills



- Team building
- Good listening skills
- Client communication
- Staff Management



Work History

Jun 2013 - Marketing & Showroom Manager

May 2020

Palace Paints Company

- Completed in-depth reviews of market conditions and customer preferences for paints products.
- Developed campaigns and specific marketing strategies for clients.
- Identified appropriate marketing channels and target customers for campaigns.
- Managed custom projects by completing initial quotes, design and sample requests.
- Kept showroom expenses appropriate and reasonable to drive operational efficiency.
- Trained team members in successful strategies to meet operational and sales targets.
- Successfully drove new product lines to increase annual profits
- design new product Package, Label, and catalogues design
- Recruited, managed and motivated -member retail team to give every guest positive and memorable experiences.
- Coordinated with social media, public relations and other teams to execute

product introductions.

Sep 2013 - lecturer

Feb 2014 Arab Open University, Amman

• Teach Marketing course (Marketing Principles) to Students Bachelor

Jul 2013 - Marketing Account Manager

Jan 2014 Self International Marketing Agency, Amman

- Built and strengthened long-lasting client relationships based on accurate price quotes and customer-centric terms.
- Developed advertising tactics and implemented new solutions for increased brand awareness.
- Tracked sales and effectiveness of campaigns to optimize department planning and initiatives..
- Consulted with the departments to manage marketing initiatives promoting.
- Created printed marketing materials designed to drive campaigns.
- Introduced new processes to improve account and market tracking for better data analysis.

Sep 2008 - Showroom Assistant

Sep 2009 Nassar Stone Group, Amman

- Greeted customers and prospects upon showroom entry.
- Maintained showroom samples and catalog libraries for customer viewing.
- Added customer information into company's system.
- Asked open-ended questions to ascertain what types of products or services customer required.
- Delivered outstanding service to clients to not only maintain but to extend relationship for future business opportunities.
- Analyzed inventory to identify excess, slow-moving and obsolete inventory and oversaw disposition.
- Inventoried warehouse stock on monthly, quarterly and annual basis
- Determined method of shipment and prepared bills of lading, invoices and other shipping documents

Education

Sep 2004 - Bachelors: Marketing

Jun 2008 Jordan University

with an average of (3.00 out of 4.00), rating (Very Good)

Jan 2011 - Master degree: Marketing

Feb 2013 Amman Arab University

Master's Thesis: The Effect Of Social Networks On Consumer behavior with an average of (3.69 out of 4.00), rating (Excellent)



Interests:

Self Development

Sports



Courses:

Oct 2013 Dale Carnegie Course: Skills For Success

Oct 2019 Intense life mastery training by Issa Assaf

Nov 2020 Relational Needs Course by Ithraa Center

Together we grow by Ithraa Center Feb 2021

May 2021 Emotional Intelligence (EQ)