

# SAMER K BAKRI

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## Summary

Seeking an opportunity with a respectable organization in which I can use my background, education and my experience to contribute to the growth and success of the organization while simultaneously improving my personal career development

## Education

### **Bachelor of Business Administration in Management**

Emphasis on Entrepreneurship and Marketing

**Kennesaw State University**, Kennesaw, GA – May 2015

## Career Skills

- Bilingual (English and Arabic)
- Problem Solving and Solution Implementation
- Generating new business/converting potential leads into revenue
- Customer-focused and strong interpersonal skills
- Strong grasp of marketing automation software and use in day-to-day activity
- Ability to work in multi-cultural and diversified environment – team player

## Experience

### **06/2018 – 10/2020      Cofounder – Babakabab – Atlanta, GA**

- Awarded Best Food Truck in Atlanta 2019 by AJC
- Hired and manage staff of 8 people with varying tasks
- Developed and implemented a process to maintain consistent flow of product and inventory
- Generated over \$350,000 in revenue in first full year of business
- Became an expert in restaurant/foodservice 'behind the scenes' regulations & operations

### **09/2017 – 05/2018      Recruiter – CDI Corporation – Atlanta, GA**

- Made over 50 placements for revenue of ~\$200,000
- Sourced and screened over 500 new candidates to add to internal database
- Executed grassroots marketing strategies to source for high-volume, low-level jobs
- Successfully surpassed weekly and monthly goals

### **12/2015 – 09/2017      Global Account Executive – AVOXI – Atlanta, GA**

- Calling and professionally following up with customers to ensure a sale
- Consultative and education-based sales through past customer experiences
- Communicating with international clients and adapting to sales in different cultures
- Using customer information to gain insights and upsell where possible
- Upselling existing accounts and maintain positive relations with large clients
- Generating recurring revenue for company by growing customer base (\$500,000+)
- Successfully met and surpassed monthly, quarterly and annual goals (110% annual goal)

### **03/2014 – 11/2014      Operations Manager/Recruiter – Epicure Staff – Atlanta, GA**

- Successfully Interviewed, recruited and placed over 500 people for multiple music festivals
- Created efficient and accurate database system to track staff members and clients
- Established strong web presence to recruit potential staff and strengthened public relations
- Responsible for all day-to-day office operations

## Volunteer work

### **01/2017 – Present      Festival Chair – 2017 and 2018 Atlanta Arab Festival – Atlanta, GA**

- Managed all festival operations and delegated tasks to various members
- Recruited vendors, sponsors, volunteers and performers to participate in festival
- Revamped sponsorship program to attract more relevant sponsors and partners
- Managed budget – minimized expenses to maximize profitability
- Ensured all aspects of the event were successful before and during festival