

## **NAEIF ADEL RAFEH**

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High achieving salesman, always meets or exceeds sales goals. Learns product knowledge quickly and possesses the ability to cultivate instant rapport with clients.

### **WORK EXPERIENCE**

NOVEMBER 2001 TO PRESENT

**Assistant Manager** Harlem Furniture, Chicago, IL

Commission based sales (furniture) and customer service. Greet customers, offer product and service information, through purchase and follow up. Computer skills. Consistently achieved sales goals - achieved a rank in the top 50 salespersons for entire company. Significant repeat and referral business. Excellent people skills, and use of language skills - English and Arabic.

APRIL 2000 - SEPTEMBER 2001

**Assistant Manager** FoneTel Long Distance, Chicago, IL

Sales and customer support. Extensive client contact, and follow up with customers after sale. Development of new business and account management.

AUGUST 1999 - MARCH 2000

**Musician and Customer Service/Sales Representative**

Aladdin Hotel, Las Vegas, NV

Customer service: Sales and customer support for hotel sales department.

Performer: Egyptian Flute. Taught Arabic music history, and language. Egyptian flute instructor

MAY 1998 - JUNE 1999

**Sales Manager** Damascus International Fair, Damascus, Syria

Supervisory experience for 25 employees in the BMW and Range Rover pavilion at the International Fair. Customer sales, support.

SEPTEMBER 1996 - JUNE 1999

**Assistant Professor and Lecturer**

Damascus Conservatory of Music, Damascus, Syria

Arabic language and grammar tutor for foreign students. Egyptian flute instructor.

Instruments: French Horn and Egyptian flute. Major instrument: French Horn

SEPTEMBER 1992 - JUNE 1999

**Symphony Musician**, Syrian National Symphony Orchestra, Damascus, Syria

Second chair french horn and Egyptian flute (Nay).

### **EDUCATION**

BA Music, 1996 Damascus Conservatory of Music Damascus, Syria

### **LANGUAGE SKILLS**

Arabic: native speaker

English: Excellent-read/write/speak

French and German: some

### **MUSICAL SKILLS**

Primary instrument: Oriental Flute, secondary instrument: French Horn. Band leader and performer. Advanced music theory and harmony, Western and Middle Eastern music history.