



SAMI DIB, B.Sc.
BUSINESS DEVELOPMENT ASSOCIATE

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PROFESSIONAL PROFILE

Sami Dib joined Suncorp Valuations in 2016 after working in municipal economic development. He works with the Business Development team to market the firm's services.

Sami has a Bachelor's of Science degree from the Lebanese American University.

QUALIFICATIONS AND PROFESSIONAL MEMBERSHIPS

Lebanese American University

- Bachelor of Science (B.Sc.) – Finance

EMPLOYMENT HISTORY

Business Development Associate

Suncorp Valuations, Edmonton, Alberta 2016 — Present

- Involved in the sale and project management of insurance placement appraisals, reserve fund studies and market value appraisals.

Account Executive

Edmonton Chamber of Commerce, Edmonton, Alberta 2015 – 2016

- Was a key member of the team tasked with acquisition, retention, and sponsorship through custom value propositions.
- Networked to establish strong relationships with small and large organizations, CEOs, upper management, and government officials.

Business Development Manager

Groom and Associates, Montreal, Quebec 2014 – 2015

- Managed customer database through personal visits, email and internet communication.
- Generated leads through market research, social media, and mass email marketing.

Business Development Manager

iCanZoom.com, Montreal, Quebec 2014 – 2015

- Performed itinerary development to increase sales volume.
- Created and implemented customer service approaches to promptly address customer requests and concerns, and provided customer training.