

Salma Dannawi Oueida

Ms. Salma Dannawi Oueida joined the Development Office in January 2003 and is currently a major gifts officer. She works both with internal as well as external customers, which include Donors, Deans and Chairs of several departments at the Faculty of Arts and Sciences and the Faculty of Agricultural and Food Sciences. She also works with Volunteer groups such as the Presidents' Club and the Zaki Nassif music program committee.

Salma has an Engineering degree and worked in commercial enterprise before joining AUB's development office. She has quickly comprehended the core requirements of her new job and developed the skills to deal effectively with donors, playing a key role in AUB's very successful "Campaign for Excellence." In a recent situation, she was able to turn a disgruntled old-time donor to AUB into a satisfied donor. She even had the donor interested in thinking about augmenting his earlier donation with a new one.

She is able to balance her family life with her other commitments at work, which routinely requires travel during weekends and attending events outside regular office hours.

Salma also has a good mix and balance between an individual drive to achieve results on the one side and the team spirit with consideration for the overall common goal on the other side. She conducts her duties in a professional way, yet she remains amicable and respectable to her colleagues.

Ms. Oueida's creativity is best illustrated in her handling of the Zaki Nassif Music Program. She was instrumental in developing an idea that was vague initially, into a very active program. She continually comes with innovative ways to further music appreciation and to bring monetary support to the Program. Examples include annual fundraising concerts (with a different theme each other) and a nationwide choral competition for high schools. Salma even took the Program outside the Lebanese borders and organized a major event in Egypt earlier this year.