

Elias J. Kharma

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SUMMARY

A highly motivated Football agent with a strong background in Civil Engineering, creative ideas, strategic planning, communication, data analysis and time management are of second nature. I am now looking to further enhance my skillset through obtaining a graduate degree in a challenging, fast-paced and dynamic environment where I can implement and further my skillset.

EDUCATION

Lebanese American University
Computer Engineering
2014 – 2016

University of Balamand
Bachelor's Degree, Biology
2016

Bachelor's Degree, Civil Engineering (83.4%)
2016 – 2019

EXPERIENCE

KHA-Squared
Managing Director
June 2018 – Present

- Currently working as the Managing Director of KHA-Squared, a bespoke sports agency responsible for the representation of athletes in football, futsal and basketball that ensures that the player is at the heart of everything they do. Unlike any other agency, KHA-Squared believes culture and the small intangibles are key to success and go the extra mile by developing visit reports regarding their clients covering intangibles from atmosphere to the kitchen staff and kitmen.
- Responsible for the global business development and PR aspects of the company with the primary aim being contact acquisition and reputation management.
- Also partake in pitches alongside the CEO for new business from clubs and players.

The Football Association**Football Intermediary****January 2019- Present**

- Working as a fully licensed English FA Intermediary (IMS003921)
- Represented clients playing in leagues all around Europe
- Handled player negotiations with clubs
- Refined people skills
- Always got the best possible deal for the client.

Koura Tigers Club**Media Officer****September 2018-Present**

- Developed a social media strategy in order to create a presence for the club on Facebook and Instagram for the lowest cost possible.
- Also responsible for finding new ways to attain funding for the club which included setting up and attending meetings with sponsors and planning and hosting fundraisers.
- Responsible for writing and communicating any press releases via our social media channels.

Koura Tigers Club**Professional Futsal Goalkeeper****September 2016-Present****Green Environment Movement****Volunteer****July 2018 – Present**

- Participated in cleanups that included the collection of trash at various locations in Lebanon such as beaches, villages, etc...
- Supplied tools for garbage collection at different cleanups via contacting various outlets and seeking their cooperation.

University of Balamand**Athletic Assistant and Goalkeeper Coach****Byblos, Lebanon****June 2016 – Present**

- Responsibilities as a Goalkeeper coach include training the goalkeepers on both the male and female teams on skills such as distribution and reflex saves.
- Responsibilities include assisting the sports supervisor with scheduling of practices, organizing of on-campus athletic events
- Managed the stock room inventory as well data entry ranging from player performance data to their non-performance related data.

Lebanese American University

Athletic Assistant

Byblos, Lebanon

September 2014 – January 2016

- Responsibilities include assisting the sports supervisor with scheduling of practices, organizing of on-campus athletic events
- Managed the stock room inventory as well data entry ranging from player performance data to their non-performance related data.

STAK Holding

MENA Representative

September 2015 – June 2018

Beirut, Lebanon

- Worked as the sole representative in the Middle East and North Africa region for STAK Holding, a specialist soccer agency based in the United States, North Cyprus and the United Kingdom offering bespoke representation services to footballers seeking a new deal, a move away from their club or looking for deals outside of football such as image rights and sponsorship deals.
- Responsibilities included growing STAK Holding's operating arm in the MENA region whereby I obtained various direct contacts at multiple clubs by using a variety of techniques.
- Was also responsible for player identification whereby STAK Holding would require me to identify suitable candidates for them to target for a specific request.

Offcampusmag.com

Writer

September 2016 – January 2018

Beirut, Lebanon

- Worked as a staff writer for Off Campus, online magazine that was responsible for covering social events along with promoting stores and individuals, where I was responsible for conducting interviews with unique individuals and big players within the industry and publishing them on their website.
- Was also responsible for designing templates for each specific topic for other writers to use at will.

Lebanese American University

Byblos, Lebanon

Staff Writer/Editor-in-Chief for Mosaic Newspaper

September 2014 – January 2016

- Responsible for writing weekly material including poems, articles and prose which were

related to a variety of social and athletic topics tailored for students at the Lebanese American University.

- Was later handed the responsibility of being editor-in-chief for the English section of the newspaper with responsibilities including proof reading, editing and filtering content.

Sportex Elias Georges

Tripoli, Lebanon

Salesperson

May 2012 – August 2014

- Initially worked as a sales person at Sportex Elias Georges.
 - Responsible for conducting and negotiating sales with clients with regards to sports goods.
 - Later was promoted to Head of Strategy with main responsibilities including identification of target audience, store promotional content and analyzing potential suppliers.
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ACHIEVEMENTS

- Recipient of the Athletic Scholarship at LAU and UOB due to showcasing a high level of performance on a year to year basis as a futsal goalkeeper on both teams.
 - Obtained 82 contacts spanning over 74 different clubs at STAK Holding.
 - Expanded KHA-Squared over the span of just three months and allowed it to become a multinational entity through acquiring more than 230 contacts spanning over 150 clubs in the United States, Europe, Africa, the Middle East and the Far East.
 - Played an integral role helping “Koura Tigers Club” gain back to back promotions from the third division to the first division of the Lebanese Futsal league.
 - Devised a low cost social media plan for Koura Tigers Club which allowed its online presence to grow by 25% during its first week of implementation. It also included getting the page its highest ever reach due to a single post which was a sponsorship plead.
 - Revamped the entire article division at Offcampus in which I reconstructed the format for each topic to be discussed. My time there also included the highest organic reach for an article which was a collaboration with a local and well renowned artist.
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References available upon request.