

# Oussama Abi Younes

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## EDUCATION

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### **American University of Beirut, Beirut, Lebanon**

2019 – Present

Master of Arts in Economics

### **Lebanese American University, Byblos, Lebanon**

2015 – 2018

Bachelor of Science in Economics

### **Collège des Sœurs des Saints-Cœurs, Byblos, Lebanon**

2000- 2015

Lebanese Baccalaureate in Life Sciences

## WORK EXPERIENCE

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### **Owner - Mont Blanc Sport et Ski, Lakloul, Lebanon**

2005 - Present

Acquired a strong base in the skiing business and developed my skills as a craftsman to deliver the shop's customers with the best skiing experience during the season.

- Scheduling and coordinating meetings, and appointments
- Collecting statistical information for monthly and annual reports
- Meeting and coordinating events with customers
- Tuning and waxing skis on a daily basis

### **Ski Instructor**

2005 - Present

As a ski instructor I worked with different students, which helped me acquire certain skills:

- Work with people from different backgrounds and ages
- Patience and effective communication
- Explain clearly and transmit ideas to be implemented

### **Co-Founder and Business Developer - FindMyDoc, Beirut, Lebanon**

2017 – 2019

I worked as FindMyDoc's business developer, improving the App and services for our users by using strategic analysis, project management, and business planning, as well as sales and marketing.

- Maximize sales by actively using sales information and providing outstanding customer service
- Generate statistical data by using data analysis and forward planning
- Communicate, present, assert and speak to all the different stakeholders involved
- Collaborate with multiple parties from inside and outside the company
- Set goals, plan and manage projects, manage the risks involved, calculate budgets, cost, time and team work on ongoing projects.
- Conduct the necessary market analysis needed to identify the company's current position.

### **Student Assistant – LAU Business Office, Byblos, Lebanon**

2015 – 2018

Assisted the department in various administrative tasks.

- Carry out the administrative work of the department.
- Organizing and keeping files and invoices.
- Training new personnel regarding the workplace office responsibilities.

## INTERNSHIPS

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### **Central Bank of Lebanon, Beirut, Lebanon**

Summer 2017

Developed my knowledge in monetary policy and its application by working closely with experts that manage the state's currency, money supply and interest rates

- Attended seminars, workshops, and lectures regarding each department functions
- Rotated within different financial departments

## EXTRA-CURRICULAR ACTIVITIES

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### **Professional Alpine Ski Racer** FIS Code: 340415

#### **OMW**

Member of a team designing solutions for waste management in Lebanon

## CERTIFICATIONS / AWARDS

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- First-place winners, Inas Abou Ayyach Foundation (IAAF), best entrepreneurial startup, Beirut – 2018
- Certificate of representation, Winter Olympics Program, Pyongchang, South Korea - 2008

## SKILLS

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**COMPUTER:** Microsoft Office (Word, Excel, Power Point), Stata.

**LANGUAGES:** Fluent in English, French, and Arabic