

ALE H. HEJASE

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EXPERIENCE

ENTREPRENEUR

Beirut, Lebanon/ Dubai, UAE

Freelance Consultant, Growth Director - Contract Based

2019

- Ideated, launched, and currently consulting for two fast food restaurants in Syria, generating 200% ROI
- Assisted Destinatons Group in reorganizing the finance and accounting function in order to qualify for the Total oil and gas services exploration bid
- Led MENA growth for HONOH, an India based SaaS firm, via vision, strategy, and sales roadmap in their path from \$12M to \$20M valuation

GLG

New York, NY

Private Equity & Venture Capital Sales Manager

2018

- Sold and established \$2M+ worth of projects within private equity and venture capital firms as lead contact, through selling surveys, strategy consulting work, TODs, and research calls across North America, to support strategy and portfolio work
- Mapped GLG's potential for new business in North America, leading to a 30% pipeline acquisition from 200 prospect firms

DAYBLINK CONSULTING

Washington, DC

Management Consultant – Senior Associate

2016-2017

- Consulted *Shaw Communications* within PMO function to execute a \$50M Canadian nationwide strategic product launch through white-labeling Comcast's mainstream tech offering, the X1
- Delivered Comcast's US market entry strategy for new Tele-health product offering successfully, while abiding by healthcare and technology regulatory frameworks, resulting in approval and offloading to Accenture for implementation
- Compiled Market sizing reports & pitch decks on smart poles, connected cars, & Internet of Things (IoT) offerings for American Tower, Canadian Tire, Verizon, & AT&T

I-CHIC.CO (inoperative Beauty services Start-up)

Beirut, Lebanon

Strategy Consultant – 2 year temporary contract

2013-2015

- Designed and rolled out strategic projects, while collaborating with consumer brands, digital agencies, and thought partners
- Directed all facets of contract development, including analysis, negotiation, & closeouts, ultimately leading to \$150K raise
- Developed Business strategy & Phase roadmap, getting from ideation to a Minimum Viable Product

FIDELITY INVESTMENTS

New York NY

Consultant – 1 year temporary contract

2012

- Analyzed annualized, cumulative, composite returns on Fidelity mutual funds' portfolios in \$15M–\$80M range

AMR CAPITAL (Formerly Royal Bank of Canada's trading arm)

New York, NY

Jr. Portfolio Manager

2011-2012

- Delivered 5% market beating gains on a portfolio of \$5M in Equities. Developed Fixed income / Equities correlation strategies, & presented on Middle Eastern trends weekly.

RASAN HOLDING (Kuwait-Based Private Equity Holding)

Detroit, MI

Intern, Analyst, Business Coordinator

2009-2011

- Liaised as fund representative at portco, delegated finance and sales duties across business units
- Drafted initial \$2M acquisition valuation, implemented in deal, drove post-M&A integration, & analyzed financial statements

EDUCATION

MENDOZA COLLEGE OF BUSINESS, UNIVERSITY OF NOTRE DAME - Top 25 Program

South Bend, IN

FULL TIME MBA; Major in Consulting & Finance

2015-2016

- **Accomplishments:** Special admission into elite ND investment team with a 10% acceptance rate

OAKLAND UNIVERSITY

Rochester, MI

BACHELORS OF SCIENCE; Major in Finance

2005-2009

ADDITIONAL INFORMATION

Internships: Wachovia Securities – Securities Analyst (2008); Light Beam Capital – Private Equity Associate (2013)

Additional Work Experience: Sold partnerships and organized conferences in Smart mobility, Automotive, and Cyber Security (2017-2018)

Hobbies: Running, competing in soccer leagues, attending technology conferences, reading on history/politics/war

