



# Youssef Jallad

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## About Me

A dynamic and well-motivated individual with an extensive experience in the Real Estate project management, market research, data analysis, consultancy, and advisory. Offering qualitative and quantitative data analysis and interpretation, along with an optimized market insight approach used in-depth through my experience in the GCC Real Estate and macro-level study conducted on-ground through the project I managed in Oman & Qatar

## Education

BS in Business Marketing & Management | **Lebanese American University (LAU)** | July 2017

Baccalaureate in Socio-Economics | **École Notre Dame de Mousseitbeh** | September 2011

## Experience

Project Coordinator | **NIAR Holding** | July 2021 – Present

- Coordinate project management activities, resources, equipment and information
- Break projects into doable actions and set timeframes
- Liaise with clients to identify and define requirements, scope and objectives
- Assign tasks to internal teams and assist with schedule management
- Monitor project progress and handle any issues that arise

Market Research Analyst | **NIAR Holding** | February 2020 – July 2021

- Conducting full Business Intelligence on prospect abroad markets, competitors and partners
- Manage all the aspects related to the project (Project management)
- Assist in developing strategies to meet market Business Development goals
- Following-up on all trends related to the market, competitors and partners
- Prepare & present PowerPoint presentation materials for team members about new projects

Customer Service Representative | **BLC Bank S.A.R.L** | December 2018 – November 2019

- Maintaining communication with clients
- Daily and monthly reports
- Reporting to the involved departments

Teller | **BankMed S.A.R.L** | December 2017 – October 2018

- Maintaining communication with clients
- Daily and monthly reports
- Reporting to the involved departments

Marketing Field Executive | **Food Drug Corporation S.A.L (FDC)** | September 2017 – December 2017

- Maintaining communication with clients
- Daily and monthly reports
- Reporting to the involved departments

## CERTIFICATIONS & SKILLS

Project Management Professional (PMP), June 2021

Protecting Business Innovations via Strategy from **Hong Kong University of Science & Technology**, May 2021

Corporate Strategy from **University of London**, May 2021

Business Analysis & Process Management from **Coursera**, May 2021

Ability to work with **Agile & Scrum frameworks**

Advanced skills in **Agile software (Asana & Miro)**

Thorough experience in conducting full market research (**data collection, data analysis and data interpretation**)

Familiarity with **risk management and quality assurance control**

Strong command of **MS Office package**

Native fluent in **English, French and Arabic**