

Farah Chamas

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Entrepreneurship, program management,
operations, strategy, and growth

Snapshot

A seasoned project management senior executive with 9 years of professional experience working with the MENA's leading startup enabler, designing and executing a variety of entrepreneurship and innovation programs.

High-performing, results, and data-driven with a proven track record for renovating project management operations and processes, improving efficiency in operations, cross-team communications, and cost reduction.

A diversified professional experience working with non-profits, startups, and corporates alike taking away and combining the best management practices from each.

Core skills and competencies: corporate engagement, program design, project management, partner relations management, business development, team leadership, growth hacking, budgeting, startup support & mentoring, and content curation.

Fluent in English and Arabic, with basic knowledge of French and strong command in written Arabic.

Career Highlights

Successfully led on and supported the organization of multiple startup support programs such as the Arab Startup Competition, Hub71 MENA Growth Competition, Innovate for Refugees, ENJAZI, MIT Refugee Action Hub, and Innovation Forum.

Led on, alongside the IT specialists and Managing Director, the development of an online startups directory banking on years of data to produce a full-fledge user-friendly platform providing insights on some of the MENA's most aspiring startups.

Revamped the operations processes by implementing a project management tool across the entire organization, training the team to use it, and promote it to become an integral part of daily business routine.

Curated the content of multiple international level tech conferences including setting up themes, building panel discussions, sourcing and connecting with international and regional high profile speakers, in addition to running the organization's blog.

At Eureeca, had an integral role in building key relations with partners in Malaysia which supported the securing of the company's licensing by the securities commission. In addition to building and maintaining relationships with different partners across the MENA and parts of Europe to secure a pipeline of SME deals.

Work experience

Head of Programs

2017 - 2020

MIT Enterprise Forum Pan Arab

Senior management team member at MIT Enterprise Forum (MITEF) Pan Arab, leading startup enabler in the MENA and part of a global network of MIT affiliated chapters dedicated to the promotion of entrepreneurship and innovation.

- Lead the operations team on different programs
- Set goals for programs according to the strategic objectives of the organization, and setup evaluation strategies to monitor performance and determine the needs for improvement
- Plan the programs from start to completion including setting deadlines, milestones, and work processes
- Report on project progress and KPIs internally and externally to sponsors and partners
- Ensure program operations and activities adhere to internal guidelines and policies
- Develop and approve budgets in close coordination with the Managing Director
- Work closely with the Managing Director to devise new revenue streams from programs, database, and blog
- Actively derive ways to enhance efficiency and productivity of procedures
- Ensure that team members are working together harmoniously and promoting a healthy work environment

Regional Partnerships Manager

2015 - 2017

Eureeca Ltd.

Working closely with the CEO/Cofounder at Eureeca, first global regulated equity crowdfunding platform that democratizes the investment process by allowing “the crowd” to, alongside angel and institutional investors, invest in and become shareholders of exciting businesses.

- Identify key partnerships necessary for Eureeca’s growth regionally and globally
- Secure and formalize partnerships with potential universities, government agencies, and entities to further promote crowd-investing as necessary
- Prepare go-to-market strategies for expansion purposes including being the first port of call for meetings, engagement and finalizing terms of expansion with appropriate partners
- Co-lead partnership research and engagement
- Plan, coordinate and implement partnership events to promote activities and create thought leadership
- Plan and run strategy, community outreach, and development, including large-scale public events and grass-roots programs
- Strategize and implement offline roadshows to key stakeholders both 1:1 and in events to elevate understanding of crowd-investing in key markets
- Coordinate and execute both online and offline outreach and support programs in the region.
- Attend and speak at key events across the region and globally
- Manage relationships with, and foster creation of, local entrepreneur, crowd-investing, business communities

Programs and Outreach Manager

2011 - 2015

BADER Young Entrepreneurs Program

Working closely with the Managing Director at BADER, a local nonprofit organization that promotes entrepreneurship and job creation in Lebanon through education, funding, and networking.

- Work closely with the Managing Director on designing and implementing startup support programs such as small scale competitions and startup-mentor matching programs
- Led on the organization's marketing efforts including online community management and working closely with suppliers on large scale advertisement plans
- Manage the coworking space co-founded by BADER and other partners
- Organize events targeting startups including workshops, mentorship activities, networking minglers, and board meetings
- Be the main contact person with suppliers, partners, startups, mentors, and members of the Board

Career Note

In addition to the above experience, I consulted Speed Accelerator, a local startup accelerator, for a period of three months on their marketing and outreach efforts to handle a transitional period and set up a plan for the coming team.

I also volunteered as the lead organizer of one edition of Global Entrepreneurship Week (GEW) Lebanon, a nationwide series of events and gatherings connecting entrepreneurs and key stakeholders who will potentially help fuel their ideas and projects.

Education

Bachelor of Arts in Business Administration

2008 - 2011

Suliman S. Olayan School of Business

American University of Beirut