

EXPERIENCE

Dolmen Development, Beirut, Lebanon

2012 – Present

Deputy CFO

Handled the daily operations and prepared needed studies for investment opportunities in the real estate, mining and aviation sectors in the Middle East and African markets.

- Managed daily cash flow to secure operations in 11 contracting and development projects
- Negotiated and finalized barter and subcontractors' agreements for contracting projects in Lebanon and GCC.
- Structured the partnership and the capital of various projects through securing the equity and debt which was divided between construction and subsidized loans.
- Lead the effort in preparing and presenting feasibility studies, financial plans, and due diligence to higher management, financial institutions and potential partners.

DALFA Holding, Beirut, Lebanon

2011 – 2012

Financial Associate

Identify and manage investment opportunities in commercial and residential real estate and franchising across the MENA

- Lead the effort in preparing and presenting feasibility studies, financial plans, and due diligence
- Create financial models for valuing potential investments using DCF and NAV methodologies
- Contribute to the marketing and communication departments in reaching out to new investors

ZAWYA, Beirut, Lebanon

2005 – 2011

Senior Financial Analyst – Team Leader

Financial valuation and ratio analysis of publicly listed companies in the MENA

- Analyzed banks and insurance companies in Kuwait, UAE and KSA offering recommendation on the stocks
- Contributed to intelligence gathering by interviewing company management and conducting site visits
- Managed the effort in designing and building financial templates used for screening and valuation of Shariia compliant stocks
- Set and reviewed key performance indicators for a team of 10 analysts offering guidance for improvement
- Grew in position from data analyst in 2006 after developing and monitoring various web pages for market and sector activity; grew from financial analyst in 2008 after building the mergers and acquisitions monitor which offers insight into recent transactions in the MENA

EDUCATION

Lebanese American University (LAU), Beirut, Lebanon

2000 - 2004

Bachelor of Art, Business Administration with emphasis on Finance

- Accredited from New York State University
- Major Contributor to Finance Club

ACHIEVEMENTS

- Published in a Euromoney 2011 Book titled Investing in the Middle East and North Africa Region, which serves as a market reference for identifying investment growth opportunities by global institutions
- Led a team of 10 analysts in building a cutting-edge platform that recommends key sector data for financial analysts to focus on; the platform is still used today and is being blended into Reuters following its acquisition of Zawya
- Actively contributed to a real estate marketing campaign that resulted in the sale of 80% of a residential project over an 8-month period; this enabled Dalfa to strengthen its market position as a serious player on the Lebanese real estate front

ADDITIONAL INFORMATION

- U.S. & Lebanese Citizenships
- Fluent read/speak/write English and Arabic
- Professional Knowledge of Bloomberg and Reuters terminals along with Microsoft Office Suite (Excel, Word, Powerpoint)