

Zouhair Homs

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EDUCATION

B.A. | Université Saint – Joseph de Beyrouth

Beirut, Lebanon

Bachelor of Business Administration, Generic

Sept. 2016 – Jun. 2019

- Honours (3.5/4.0 GPA) for 3 consecutive years
- Courses Include: Financial Management, Financial Markets, Business Simulation, Financial Analysis, Economic Policies, Microeconomics, Macroeconomics, Strategic and International Marketing

PROFESSIONAL EXPERIENCE

Data & Investment Consult

Beirut, Lebanon

Part-time strategic consultant

Jan. 2020 – Present

Project: Feasibility study for a social enterprise in Africa

- Appointed lead consultant on the project and worked directly with the CEO
- Conducted market and country specific research defining demographics to identify gaps and investment opportunities
- Analysed trends and ratios in the financial statements and the statements of account of the company
- Stress-tested assumptions by conducting sensitivity and scenario analysis
- Formulated different strategies to mitigate risk and presented them to the client
- Prepared reports and pitch decks for prospective investors

PricewaterhouseCoopers

Beirut, Lebanon

Internships in the Finance Department

Jun. 2018 – Aug. 2018 & Jun. 2019 – Sept. 2019

- Worked on onshore/ offshore client, supplier, tax, employee and bank accounts reconciliations
- Established end of year compensations and new employee financials
- Compiled and monitored information from reconciliations to assist in VAT declarations
- Managed inter-territory financial transaction between international PwC entities
- Handled all invoices, credit notes, bank transfers and payment entries for PwC Lebanon's onshore and offshore accounts

Arabian Eco

Beirut, Lebanon

Internship in the Research & Strategy Department

Project 1: Net-a-Porter's expansion in the Middle East

Nov. 2018 – Feb. 2019

- Researched and collected data regarding consumer trends and market conditions through surveys, opinion polls and interviews
- Mapped out competitors and benchmarked Net-a-Porter's position against them
- Analysed the findings and categorised into the different regions considered in the Middle East
- Presented the findings to the client and recommended different strategies specific to each location

Project 2: A start-up's online sales strategy

Nov. 2019 – Dec. 2019

- Investigated the different factors that may contribute to an increase in online sales
- Formulated two hypotheses that could lead to an increase in sales: Either create and develop a mobile application to make purchases easier or improve and refine their mobile website to improve navigation
- Organised focus groups, interviews and surveys
- Analysed the qualitative data, drew conclusions and proposed a plan

EXTRACURRICULARS

Volunteering and Private Tutoring

- Tutor students in grades 11-12 in Mathematics, Physics, Chemistry, Biology and Economics
- Assisted in the Mesh Ayb fundraiser fashion show
- Distributed clothes and food at Dar Al Aytam and Refugee camps

Part-time job Abercrombie and Fitch

- Assisted in sales in data collection
- Negotiated to secure store stands at local fairs
- Managed the store's social media platforms

IT Skills: Microsoft Office (Word, Excel, PowerPoint), Access

Language: Fluent in Arabic, French and English

Interests and Hobbies: Football, Swimming, Puzzle Solving, Traveling