

BUSINESS DEVELOPMENT

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EXPERIENCE

Business Development Manager

CONSTRUCTION DEVELOPMENT COMPANY - CDC | DOHA, QATAR

2013- PRESENT

CDC is a holding company active in multiple sectors including construction, real estate & urban development, oil & gas, industrial development, retail, food & beverages, across different markets such as, Qatar, Vietnam, Lebanon, India, and Ecuador. Marc holds the role of Business Development Manager at the Holding level overseeing the group ongoing businesses and identifying future investment opportunities

- Identify opportunities and lead valuation studies for potential acquisitions / selling of companies / interests
- Develop strategies for new identified opportunities and see them through implementation
- Identify, establish and lead strategic partnerships and negotiations with international contractors, subcontractors, investors, suppliers, banks, and others for specific projects (joint ventures, exclusivity agreements, and Memorandum of Understandings)
- Develop project finance frameworks for CDC public-private-partnership projects in Qatar, Montenegro, Vietnam and Ecuador
- Track and report current status of potential projects, markets, customer & competitors news, and developments (construction projects with values exceeding 100 Million USD)
- Establish new and maintain existing strategic customer relationships and solicit their feedback throughout the project life cycle
- Lead the development and preparation of Pre-Qualification and formal presentations
- Advise on tendering and pricing strategies
- Develop Organizational Business Strategy (Vision, Mission and Corporate Objectives)
- Lead the development of feasibility studies for different potential investment opportunities across multiple sectors; mainly real estate, food & beverage, and retail
- Manage cross-functional corporate initiatives to enhance management processes for different support and core functions; procurement, finance, project management etc.
- Establish and implement a management reporting framework; for all CDC subsidiaries and divisions to the board
- Act as member of the board within the management committee for different subsidiaries

Chief Financial Officer

BAC TIEN PHONG INDUSTRIAL ZONE (BTPIZ) – QUANG NINH PROVINCE, VIETNAM
SUBSIDIARY OF CONSTRUCTION DEVELOPMENT COMPANY (CDC)

2017- 2019

Appointed as Chief Financial Officer and member of the Executive Management Committee for Bac Tien Phong Industrial Zone (BTPIZ) in Vietnam; a subsidiary of CDC and venture with Rent-A-Port Belgium. This role comes in addition to remaining the Business Development Manager at the Holding Company.

- Manage the project budget of 500 Million USD
- Oversee the Financial Reporting to external stakeholders (i.e. authorities in Vietnam) as well as internal
- Manage relationships with local and international banks present in Vietnam and south-east Asia region
- Manage relationships with the appointed auditors of the company
- Oversee bonding and lending transactions with the banks
- Control the cash flows of the company / project
- Set strategies to manage the risks associated with the Vietnamese currency devaluation
- Act as authorized signatory on behalf of shareholders for all financial transactions
- Act as member of the Executive Management Committee for BTPIZ overseeing the project overall progress

Management Consultant | Advisory, Performance Improvement

ERNST YOUNG (EY), DOHA, QATAR

2010-2013

Management Consultant with Ernst & Young advisory Qatar and promoted to Assistant Manager within a 3 year period. Completed Management Advisory projects of multiple dimensions spanning across several industries including banking, healthcare, education, real estate, navigation, manufacturing and telecommunication.

- Lead organizational transformation and corporate governance projects for leading banks in the state of Qatar
- Lead improvement and transformation initiatives for different organizations (public and private), and supported in driving organizational changes and enhancements
- Lead finance transformation projects for governmental entities in Qatar involving all aspects of a full set finance transformation; from current state assessment to implementation stages
- Lead a procurement and tendering transformation project for a governmental entity in Qatar. The project involved developing procurement, tendering and contracting policies in line with leading practices and in compliance with regulatory requirements
- Lead a Corporate Performance Management project for a leading real estate company (strategy framework, strategic initiatives associated with corporate objectives, implementation and monitoring framework)
- Lead a strategic gap analysis for a Power & Utilities company in Qatar. This exercise was followed by a development of a Strategy Planning and Annual Corporate planning process supported by an Annual Corporate Planning Handbook to be used at the corporate, business unit and departments level.
- Develop a Project Management Framework based on Project Management International Standards (according to Project Management Institute) for an oil & gas company in Qatar and in Singapore
- Establish a Program Management Office for an oil & gas company in Qatar and in Singapore
- Facilitate trainings and workshops with clients at senior level in strategy, finance and procurement transformations, and project management

Analyst, Business Office

LEBANESE AMERICAN UNIVERSITY (LAU) - BEIRUT, LEBANON

2008-2010

Held an Accounting position at the Lebanese American University (Business Office) with a focus on account analysis, payroll processing (HRMS, Oracle R11) and accounting journal entries.

EDUCATION

Executive Master's in Business Administration (EMBA)

ESA Business School-ESCP Europe 2018-2019

Bachelor's in Business Administration – Emphasis in Banking & Finance (LAU Distinction's List - GPA: 3.6)

Lebanese American University (LAU) - Beirut, Lebanon 2006-2009

Lebanese Baccalaureate and French Baccalaureate, Life Science

Secondary School-College Notre-Dame de Jamhour - Beirut, Lebanon 2004 - 2006

LANGUAGES

Arabic	●	●	●	●	●
English	●	●	●	●	●
French	●	●	●	●	●

PROFESSIONAL TRAINING

FINANCIAL MODELING
FOR PROPERTY
True Eventus
DUBAI 2014

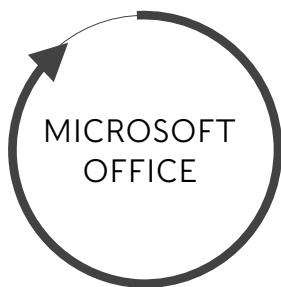
MENA NEW SENIOR
PROGRAM
Ernst &Young
DUBAI 2012

CONFIDENCE WITH
CLIENTS
Ernst &Young
DUBAI 2011

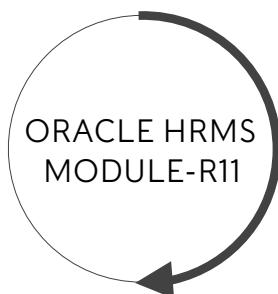
PROFESSIONAL
PRESENTATION
Ernst &Young
QATAR 2011

ADVISORY SKILLS
Ernst &Young
DUBAI 2011

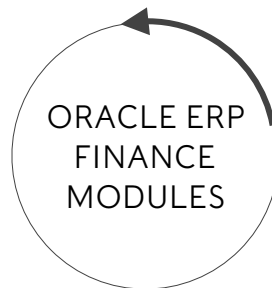
SKILLS



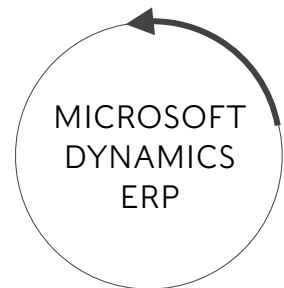
Word, Excel,
Power Point,
Visio, Project Plan



Intermediate
technical
understanding



Basic
understanding



Basic
understanding

HONORS & AWARDS

2008-2009	LAU Athlete of the year
2005-2006	Student of the year at Notre Dame de Jamhour (Leadership award)
2007-2009	LAU Distinction List
2006-2008	First place in the Lebanese Championship for High Jump
2005-2006	Second Place in the 9th Track & Field International Meeting Lebanon
2008-2009	Second Place in LAU Table Tennis Tournament in Beirut
2008	Third Place in the American College of Greece Sports Swimming Tournament

SOCIAL & EXTRA CURRICULAR ACTIVITIES

- Board Member for Peace Labs Non-Profit-Organization
- Member of "Rifaq Al Darb" Association for Elderly
- Member of "Offre Joie" Non-Governmental Humanitarian Organisation
- Represented Lebanon and LAU in numerous local and international Sports Tournaments as member of basketball, swimming, table tennis and track & field varsity teams
- Pianist performer and enthusiast