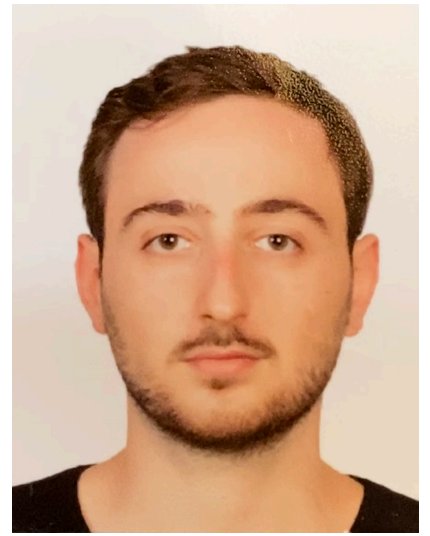


# Ali H. Fawaz

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## Background

### About Me

If I had to describe myself in 3 words it would be: Ambitious, Active, Driven. I always find a hobby or task to pursue. I set goals and tasks for myself to complete. I constantly search for new skills and areas to learn and gain knowledge in.

### Educational Background

For my Bachelors degree I studied business on an international/global scale, touching on topics that discussed leadership, innovation, and other business areas while, whilst learning how to work through cultural barriers.

As for my Masters program, I decided to pursue a different passion of mine, real estate. The industry and its practices fascinate me, from development to management to sales. The different trends and patterns that go into the real estate cycle, as well as how property is created, developed, and maintained. Through the program offered at the University of Westminster in London, I was taught the different ways to value real estate. I was also taught the different elements that go into a development from planning, finances, to design and use. On a University sponsored trip to New York, I was able to see real life application of these methods in the world capital of real estate developments.

### Skillset

I have background experiences in sales, specifically real estate. I know how to market and sell real estate. I create content for marketing campaigns, whether it's for landing pages, websites, social

media posts. I am highly skilled in copywriting for products and businesses. I also have experience in management and oversight.

Writing is a passion of mine. I mostly draw inspiration from news editorials and opinion pieces. I write about current economical and political events in my country, Lebanon. I also provide copywriting for my own website, and for local businesses. I started a website where I post all my work:  
[www.thewritewordss.com](http://www.thewritewordss.com)

## **Greatest Experience**

I moved to Africa; spent a year working in the Democratic Republic of Congo, where I took on new challenges. In Kinshasa, the capital, I worked in imports of frozen foods, for the biggest frozen food importer and seller in the country. My role was to manage employees and warehouses, inventory control, and logistics. I was a novice to the industry, the culture, the country and language as well. Integration was challenging at first, but eventually welcomed. I was able to enhance my French, and picked up on Lingala, the local language of the DRC.

## **Work experience**

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Interaliment SAL Offshore (Beirut)

June 5 2013 — July 20 2013

Training Program

- Completed a training program in the Purchases department. Performed tasks such as supply paperwork, price evaluation, procuring materials.

Minocongo S.P.R.L. (Kinshasa)

July 25 2013 — September 10 2013

Training Program

- Completed a training program in Management. Tasks included employee supervision, organized employee daily tasks and goals, assigned jobs and kept note of performances.

Prime Living Property (London)  
Non-paid/full time Internship

September 30 2015 — January 5 2016

- Covered all facets of property management, maintenance, and investment.
- Handled maintenance issues, data entry, CRM, tenant relations, investment analysis, market study, cost analysis, market comparables,
- Met with investors and closed deals to market and manage their properties.
- Reference available upon request.

Solidere (Beirut)  
Training Program

April 2016

- Training program in facilities management.
- Facilities Management Contracts
- Building bylaws
- General assemblies & subsequent minutes of meetings
- Client correspondence
- Certificate available upon request.

FAWAZ TOWER (Beirut)  
Project Manager

January 2017

- Management of financial accounts and budgets

- Liaising with various involved parties including suppliers and contractors
- Generated Leads
- Closing Sales
- Supervising the construction phases and management of on-site employees
- Developing marketing plan for the property
- Conducting market analysis and setting up strategy to best match excess market needs

Smooth Move Real Estate

July 2017

Co-Founder

- Started a real estate business
- Conducting market research, marketing properties, meeting with landlords as well as potential property clients, and overseeing developments and construction
- Wrote up diverse payment plan options that met highly delicate Lebanese market,
- Tailored apartment specifications,
- Consulted on real estate investment opportunities

MINO FROID (Kinshasa, DRC)

March 2019-2020

Logistics Manager

- Frozen food warehousing and storage,
- Sales
- Employee Management
- Inventory Warehouse Management
- Receiving new orders

## Education

High school Degree and Lebanese Baccalaureate

2008 — 2011

American Community School of Beirut

- Performed 100 hours of various community services including but not limited to community clean ups and charity work.
- Certificate available upon request

BA in International Business – 3.04 Cumulative GPA.

2011 — 2014

Lebanese American University of Beirut

- Courses Include: *Financial and Managerial Accounting, Managerial Finance, International Marketing, Managing Multinational Corporations, Corporate Law, Business Statistics, Information Technology Management, Operational Management.*
- Ran and was elected as student council representative in 2011, where I participated in several event organization, charity fundraisers, as well as student body governance.

- Certificate available upon request

Msc in Real Estate Development- Merit Certificate  
University of Westminster, London

09/2014 — 11/2015

- Courses Include: *Site Assembly and Development, Space Strategy and Legislation, Finance and Asset Management, Law for Property Professionals, Project Implementation Process, Development Finance and Funding, Landlord and Tenant Law.*
- As part of the rigorous program, I went on a University sponsored trip to New York where I visited several real estate developments and attended lectures by the developers themselves explaining the different financial aspects and contributions for these developments.
- Merit Certificate given to students who have achieved an average of 60% or above in all courses per UK grading system.
- Certificate                      available                      upon                      request.

## Personal Websites

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- [www.smoothmove1b.com](http://www.smoothmove1b.com)
- [www.thewritewordss.com](http://www.thewritewordss.com)
- <https://www.linkedin.com/in/alifawaz135/>

## Interests & Hobbies

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- Sports such as Basketball, Soccer, Boxing.
- Gym and Fitness
- Reading (current events, novels, lifestyle books)
- Writing and Journalism (refer to [www.thewritewordss.com](http://www.thewritewordss.com) )
- Traveling
- Music

- Bike tours with the *Harley Davidson Lebanon* group

## Skills

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- Microsoft Office:  
Word, PowerPoint,  
Excel
- Excellent Presentation  
Skills
- Public Speaking
- Good Negotiation Skills
- Good management  
skills
- Excellent Written  
Communication
- Keen Attention to  
Detail
- Excellent Team Player
- Good Customer  
Service and Relations
- Market Research

## References

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References available upon request.



# Languages

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Fluent in Arabic and English. Intermediate in French. Intermediate in Lingala (Subset of Swahili, and the native language of DRC).