

Mohamad Z. Nsouli

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PROFESSIONAL EXPERIENCE

The Little Engineer International, Beirut – Lebanon

A startup that introduces kids and teens to STEAM (Science, Technology, Engineering, Arts & Mathematics) through courses and workshops in schools and branches with annual sales of \$1M. It is managed by 10 employees and 30 instructors.

Business Development & Program Manager (Full time, Jun. 2016 – Present) **Lebanon, 4 countries in GCC, Singapore, Philippines & Africa**

Assistant Project Manager (Part Time, Jun. 2014 – May 2016)

- ✓ Planning several projects to deliver robotics and renewable energy workshops for more than 10000 students yearly
- ✓ Managing and supervising local operation to hit the highest target in retail sales
- ✓ Managing instructors to deliver workshops and services to students
- ✓ Leading the regional expansion, and developed new business plans for new centers in addition to Franchise Operation Manuals
- ✓ Setting up and conducting workshops that secured us media exposure
- ✓ Conducted workshops abroad with different partners such as **Airbus & Sabic**
- ✓ Analyzing data and generating reports
- ✓ Evaluating projects through analyzing KPIs
- ✓ Coordinating the development of the company's new website
- ✓ Supervising and monitoring the social media team
- ✓ Handling the franchise process of the company and introducing the business model to the franchisees

Instructor (Jun. 2012 – May 2014)

- ✓ Coached new employees on standards of providing services to students
- ✓ Assisted in planning: summer camps, workshops and schedules, locally and regionally
- ✓ Led team members, and set suitable plans in order to reach monthly KPI targets

EDUCATION

B.B.A. in Management (Sept.2013 – Jun. 2016)

Beirut – Lebanon

Beirut Arab University

WORKSHOPS AND OTHER EXPERIENCES

- ✓ Represented **Airbus, Airbus Group and Airbus Foundation**, and led the team during workshops managed by The Little Engineer in collaboration with:
 - Emirates, Mubadala, UAE Space Agency, Saudi Airlines, Dubai Airport Free Zone, Air Arabia, Sabic, Gulf Civil Aviation Authority, Kuwait Airways, Ministry of Transportation and Telecommunication of Bahrain, Ministry of Youth and Sports Affairs of Bahrain and Civil Aviation Authority of Singapore

In: **UAE, KSA, Kuwait, Bahrain and Singapore**

CERTIFICATES& AWARDS

- ✓ Outstanding Achievement Award from The Little Engineer International
- ✓ National Instruments LabView Core 1 and Core 2 Training Certificates
- ✓ International Computer Driving License, ICDL Foundation
- ✓ Staff Appreciation Award from The Little Engineer International

SKILLS

- ✓ Languages: Fluent Arabic, English and Good in French
- ✓ Soft skills: Problem solving, decision making, time management, and event management

INTERESTS

- ✓ Travel, visited most of the GCC, Singapore, Europe and Africa
- ✓ Soccer, Assistant coach for First National Bank Team & Match Supervisor and tournament coordinator with Delta Allied Sports