

DANIEL FARHAT

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EDUCATION

AMERICAN UNIVERSITY OF BEIRUT

Bachelor of Engineering in Mechanical Engineering with High Distinction

Beirut, Lebanon

Sep 2013 – Jun 2017

- Cumulative GPA: 95/100 (4.0/4.0)
- Distinguished Graduate Award (only 1 awarded to class)

EXPERIENCE

DLOC Biosystems (University lab spin-off)

Business Analyst & Founding Member

Beirut, Lebanon

Oct 2018 – Feb 2020

- Performed market research to find market size (TAM, SAM, SOM), growth, drivers and trends along with an exhaustive analysis of top 4 competitors based on product offering, pricing, revenue, marketing strategy and product ratings
- Performed targeted customer analysis by sending requests for surveys and interviews to understand their pain points and to develop the company's revenue model
- Developed a 5-year financial model based on different scenarios and derived a risk-adjusted valuation of the company based on NPV analysis (Net present value analysis)
- Performed a SWOT analysis and wrapped up the business analysis in a 30+ page pitch deck and accumulated \$100k+ in non-dilutive funds by pitching in multiple regional and international competitions
- Created a 18-months milestone based plan to design, patent and launch the product and reported progress to business and scientific company advisors on a weekly basis

Meacor SARL (Venture-backed biomedical device startup)

Product Implementation Consultant

Beirut, Lebanon

Jul 2017 – Oct 2018

- Performed customer analysis through customer surveys and secondary research to uncover pain points of existing competing products in the market
- Boosted company's valuation by identifying a unique value proposition through exhaustive competitor analysis based on price and competitive edge metrics that I presented in easy-to-read infographics
- Led a team of 5 product designers to patent and test a novel biomedical device for treating heart valve disease and presented overall progress in board meetings
- Negotiated material purchase and manufacturing contracts with medical-grade plastic/metal tube manufacturers

Massachusetts Institute of Technology

Intern at the Lienhard Research Group

Boston, MA, USA

Jun 2016 – Feb 2017

- Performed cost benchmarking analysis for current water purification processes in Middle East and North America
- Performed multi-parameter cost optimization of water purification processes aimed at enhancing potable water recovery and decreasing operating costs
- Co-authored the results in a journal publication and presented them to major water purification companies in Middle East and North America

AWARDS & RECOGNITIONS

- 1st prize winner, Arab Entrepreneurship Rally (Manamah, 2019)
- Semi-finalist in the 39th GITEX Future Stars competition (Dubai, 2019)
- 3rd place winner in MIT Enterprise Forum Pan Arab competition (Beirut, 2019)
- 1st place winner in Darwazah Startup Accelerate Competition (Beirut, 2018)

Extracurricular Volunteering Activity

Friedrich-Ebert-Stiftung

Young Leaders of Tomorrow Program Participant

Beirut, Lebanon

Jul 2019 – Present

- Participating in training sessions on leadership, communication, conflict resolution and capacity building

- Working on draft resolutions for economic corruption and transparency laws and presenting them to the civil society and members of the Lebanese parliament

Lebanese Oil and Gas Initiative

Project Coordinator

Beirut, Lebanon

Jun 2016 – Feb 2017

- Contacted energy policy experts and organized a workshop on the environmental and societal risks of oil and gas excavations in Lebanese Sea
- Assisted in developing a policy brief for the access-to-information law in Lebanon

CORE SKILLS

Technical Skills: Proficient in MATLAB; Proficient in Microsoft Office (Excel, PowerPoint, Word); basic in SQL & Tableau; Facebook business manager; Google analytics; Proficient in AutoCAD, SolidWorks, Ansys.

Soft Skills: Team player; Entrepreneurial & achiever mindset; Meets deadlines; Public speaking; Excellent communication skills; Strong analytical and problem solving techniques; Negotiation

Languages: Fluent in English and Arabic

Certificates & Training: Digital marketing course certificate; Startup incubation training; Facebook Blueprint course; Financial modelling course certificate; Accounting course certificate