

TONY ANTOUN

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EDUCATION

AMERICAN UNIVERSITY OF BEIRUT, Olayan School of Business

Beirut, Lebanon

Master of Business Administration (MBA) (GPA 3.9/4)

Aug. 2017 – Aug. 2018

- **Scholarship Recipient** of Mamdouha Bobst Scholarship worth of \$50K for an exchange semester at New York University
- **MBA Citizenship Award** in recognition of Leadership, Academic merit, and Dedication to school life
- Selected **Student representative** at the Graduate Committee of OSB, AUB

NEWYORK UNIVERSITY, Leonard N. Stern School of Business

New York, USA

Study Abroad, Master of Business Administration (MBA) (GPA 3.42/4)

Jan. 2019 – May 2019

Relevant course: Communication for consultants

LEBANESE UNIVERSITY FACULTY OF ENGINEERING, Branch II

Roumieh, Lebanon

BEng in Civil Engineering and Geotechnical works (GPA 3.3/4)

Oct. 2011 – June 2016

EXPERIENCE

HARDOX | Business process developer, Project Coordinator

Nov. 2019 – Present

- Conducted a workflow internal study, identified more than 11 bottlenecks and streamlined the process by preparing a new layout for the reports and the filing system which reduced the time of presenting an offer for the new projects by 33%
- Prepared a 6 months plan for the transformation divided into 3 phases (Organizing the existing system, preparing for the new structural department, and digitizing the workflow) with full description approved by the management team
- Reduced the glass & aluminum cost by 25% for a 33 floors tower through structural study
- Planned the glass & aluminum installation of the 33 floors tower which reduced the expected project delivery by 1 month
- Coordinates with different parties of the project, the installation and the fabrication team which eliminated the delivery errors.

DIGIMART S.A.L | Cofounder

July 2019 – Present

Digimart is a B2B e-commerce platform that connects FMCG retailers to the exclusive distributors.

- Pitched in the middle-east largest exhibition for IT - GITEX 2019 competition in Dubai and reached the semi-final
- Developed the business plan, the financial study, and a sales strategy that increased the customer acquisition rate from 50% to 80% and acquired more than 400 mini-market in 4 months
- Followed up with customer to enhance the UX & user satisfaction which decreased the churn rate from 15% to 1% per month
- Evaluated 4 proposals for the platform development and negotiated a \$4,000 discount with the preferred developer

GLASSLINE INDUSTRIES | Façade engineer

June 2014 – Feb. 2017

- Developed 2 VB.net programs, used by 20+ employees, that reduced the façade analysis time from 60 minutes to 1 minute
- Completed engineering studies for 53 glass façade projects and presented 32 successfully approved technical solutions supported by reports to senior client counterparts saving ~10% of the material cost of the projects

TRAINING & CERTIFICATIONS

BERYTECH USJ (IES – INSEAD)

June 2018 – June 2019

Agrytech acceleration & incubation program for startups

- Completed the program and qualified among 9 out of 100+ startup ideas to receive a grant of \$41,000 to develop the startup

Agrytech “innovation & social entrepreneurship” & “scale up” boot camps

June 2018 & Jan. 2019

Certificate in Coaching and Advisory for startups and SMEs

Sept. 2019 – Dec. 2019

EXTRA CURRICULUM ACTIVITIES

BERYTECH | Mentor & guest speaker for new startups in Agrytech Hackathon

22-25 Aug. 2019

Mentor & guest speaker for new startups in ACT Smart Innovation Hub

7-9 Feb. 2019

Mentor and 1-on-1 pitching coach for new startups in Cleanergy e-Hackathon

10-13 June 2020

Mentor for the 2nd place winner startup in Park Innovation's PushStart on Agriculture

23 January 2021

- Coached 12+ startups to develop their business ideas and pitch decks; 4 were accepted into the acceleration program
- Coached 4 teams for 1-on-1 pitching sessions; 3 admitted to the final round

ANTWORK, SPARK | Mentor & judge

31 Aug. – 1 Sept. 2019

- Mentored 11 startups to develop their business ideas and pitch decks; Voted most helpful mentor; Participated as a judge to choose the best 3 startups

Olayan School of Business, AUB

Aug. 2017 – Aug. 2018

- Treasurer of MBA Society club
- Graduate Assistant for the Associate Dean

LEBANESE UNIVERSITY FACULTY OF ENGINEERING, ULFG II

Oct. 2013 – June 2016

- Member of the students committee of the Lebanese university faculty of engineering for sports activities

SUMMARY SKILLS

- Microsoft Office (Advanced in Excel: VBA, @Risk, Solver), Power point (Advanced); VB.net (Advanced), Trello, SSRS, R (Basic), Engineering software (Advanced)
- Fluent in English, Arabic and French, beginner in Spanish