

# MAJD H. GHOSSEIN

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A versatile individual with a balance of intellectual, emotional, cultural, and situational intelligence, and acquired experience in the fields of event management, business development and people development on a mission to help people and businesses in their development journey and aspiring to become the top development professional, trainer, and coach by providing the most customer centric experience possible.

## Education

**American University of Beirut**

Bachelor's in Business Administration

Business Information and Decision Systems concentration

**Beirut, Lebanon**

October 2018

## Professional Experience

**Association of Lebanese Industrialists**

Research Analyst Intern

**Lebanon**

Jul 2020 – Sep 2020

- Analyzed the current industrial sector of Lebanon
- Analyzed trade agreements between Lebanon and other countries
- Attended seminars and conferences regarding investments and export and import regulations in Lebanon
- Conducting a research with a plan and feasibility study to develop the industrial sector of Lebanon as a solution for the current economic crises
- Presented final report and remarks to the head of the association

**AIESEC**

Trainer

**Worldwide**

Aug 2016 – Sep 2020

- Created sessions and outlines with international facilitators while adhering to different times zones
- Kept a positive feedback percentage throughout all conferences through session manipulation
- Facilitated 3 international conferences in trainer, leadership, and personal development so far
- Facilitated 5 conferences in Lebanon in trainer, leadership, and personal development so far
- Created 1 training session used as BD standard session in Lebanon

**Banque Du Liban**

Intern

**Beirut, Lebanon**

Jul 2018 – Aug 2018

- Shadowed in the departments of financial markets and operations, foreign exchange and banking control commission
- Assisted training and development coordinator with the paperwork of 50 other interns
- Recommended the use of information systems, blockchain, and machine learning to develop the processes of the above-mentioned departments after intensive research and analysis

**Share the Flag AUB**

Safety Operations Lead

**Beirut, Lebanon**

Mar 2018 – May 2018

- Developed safety plan for the event while adhering to AUB protection office rules and standards
- Created the safety team structure and communication plan
- Handled recruitment for 5 positions with 13 applicants
- Ensured safety of 100 attendees during the event of unveiling of Guinness world record through successful plan implementation

**AIESEC in Lebanon**

National Board Business Development Manager

**Beirut, Lebanon**

Feb 2018-Jul 2018

- Created a national business development strategy, education cycle, and standards
- Facilitated 5 training sessions for middle managers
- Synergized with a team of 5 people on timeline and task completion
- Repackaged 2 projects of exchange programs to be sold to partners
- Landed 2 partners for two conferences after successful negotiations and proper follow through

**AIESEC in Lebanon**

National Board Conference Manager

**Beirut, Lebanon**

Dec 2017-Mar 2018

- Handled organizing committee recruitment process, 5 applicants
- Assisted organizing committee president with VP job descriptions and interviews
- Supervised organizing committee president on plan implementation
- Mentored organizing committee president on task completion by sharing 2 years of experience
- Facilitated training sessions of different aspects of conference management

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## ***AIESEC in Lebanon***

*Local Committee External Relations Vice President*

**Beirut, Lebanon**  
*Feb 2017 – Feb 2018*

- Created a new function and department with archives and tools to ensure sustainability
- Set AIESEC in AUB's business development and public relations strategy
- Created job descriptions, and interviewed middle manager applicants
- Cold called, set meetings, and followed up with targets
- Implemented the education cycle, and trained 5 team members
- Landed 3 partners for crucial projects after successfully going through negotiations and proper packaging

## ***AUB Outdoors'17***

*Vice Executive of Safety, Construction, and Decoration*

**Beirut, Lebanon**  
*Nov 2016-May 2017*

- Supervised and assisted the operations of the 3 team leaders with approximately 400 members.
- Implemented innovative methods to cut task time but at least 50%
- Ensured the effective and efficient building process of 7 high rise structures for the first time in Outdoors
- Created and implemented workshops for members
- Synergized with safety, health, and protection offices of AUB by ensuring regulations are met

## **Additional Information**

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### ***Awards or Certifications***

GCLAUMUN Diplomacy Award

Mar 2012

AIESEC Trainer

Aug 2016

Fullbridge U program certificate by the Olayan School of Business

Dec 2017

### ***Special Skills or Proficiency***

- Mother tongue Arabic, Fluent in English, Beginner in French
- Advanced in Microsoft Excel, PowerPoint, Word and G-Suite
- Intermediate in SAP, and Canva
- Beginner in C++, Python