

ANASS SHARARA – PROGRAM MANAGER LIVELIHOODS

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KEY QUALIFICATIONS

- ☐ Livelihoods projects management.
- ☐ Management of medium size departments in international and regional companies including Sales, budget management, business plans and reporting to senior management and shareholders;
- ☐ Human Resource management including recruitment and training of staff on issues relating to sales, customers service, and sales solutions;
- ☐ Developing and implementing sales strategies that are suitable to market's needs;
- ☐ Conduct feasibility and market studies for a wide range of clients; and
- ☐ Establishing and setting up showrooms and exhibitions.

EXPERIENCE

May 2021 – Present **President**
Meidan – Local NGO

Meidan is a newly re-established local NGO, its mission is to address the complex challenges faced by fragile and vulnerable communities.

Nov 2018 – May 2021 **Program Manager - Livelihoods**
Mercy Corps - Lebanon

Mercy Corps is a global team of humanitarians who partner with communities, corporations and governments to transform lives around the world. Our mission: to alleviate suffering, poverty and oppression by helping people build secure, productive and just communities.

My role is managing a fund from the Canadian Government for \$ 10 Mil CAD for 3 years Nov 2018 - March 2022. As a budget holder and main responsible for program deliverables, targets and day to day management for the program team consisting of 5 seniors and 15 officers. The program is being implemented in four areas in Lebanon. The 3amaly program is a Women's Economic Empowerment program for youth 15 to 34 years old, supporting NMSMEs and training youth on technical skills driven by the private sector needs. The aim is to directly improve the livelihoods of youth and indirectly their families.

Oct 2016 – Oct 2018 **Projects Manager - Livelihoods**
Makhzoumi Foundation – Beirut, Lebanon

MF is an independent, not-for-profit Non-Governmental Organization. We are empowering individuals for a better community. MF is one of the leading local NGOs in Lebanon with 20 years servicing the Lebanese communities in Health Care, VT trainings, Microfinance and in the past 5 years assisting displaced Syrians with programs supported by UNHCR.

My role is managing different projects in the organization related directly to Livelihoods, which includes managing the day to day operations, targets delivery Partners, Donor, private sector and Government relations. My role also includes Curricula development, private and Public Sector links and staff development. Projects financial, procurement and administrative management.

Projects:

- GIZ 4 (MADAD Fund) 4-month pilot project @ Euros 63,000 ended Sep 2017
- Leaders (Australian funds) 3 years project @ \$ 185,000 ending June 2020
 - Partners:
 - Oxfam
 - Care
- AVSI (Unicef) 1-year project @ \$ 600,000 ending June 2018
- CDC (DRC – UNHCR) 2nd phase of a 2-year project @ \$100,000 per year
- UNDP (UKAID) 4-month project @ \$ 119,000 ended March 2017
 - Partners:
 - MOSA
 - Al Majmouaa
- Leaders (EU MADAD Fund) 18 month @ Euro 475,835 ongoing
 - Partners:
 - DRC
 - Oxfam
 - Care
 - ACTED
 - Save the Children
- Leaders (EU Fund) RDPP 18 month @ \$ 341,000 ongoing
 - Partners:
 - DRC
 - Oxfam
 - Care
 - ACTED
 - Save the Children
 - GIZ (EU Fund) 4 month @ Euro 66,817 starting May 2017
 - DRC (UNHCR fund) 4 month @ \$ 50,000

2014 – Present **Freelance Trainer**
New Horizons Lebanon – Beirut, Lebanon

Life Coaching, Business Communications, Time Management, Sales and Customer Service, Handling Objections, Leadership, HR, Analytical Thinking, Emotional Intelligence

June 2013 – Sep 2016 **Program Manager – MENA YES Program**
Global Communities – Beirut, Lebanon

CHF Lebanon a representing office of Global Communities (Formerly CHF International) is an international NGO implementing various funded programs. The MENA YES Lebanon program is directed to achieving a link between NGOs with underprivileged youth, Training Providers and Private Sector to train and increase the employability of these youth in the market.

- Managed different activities and implementations related to program targets
- Developed relations with local partners and other key stockholders, including private sector firms and training providers being a key success factor to the projects.
- Ensured adherence to activity monitoring schedules.
- Youth collection and orientation.

Dec 2007 – June 2013 **General Manager**
MEMO Offshore – Beirut, Lebanon

- Managed the company's budget, sales, marketing, operations and client relations.
- Developed business plans, negotiating and concluding business deals with producers of construction and medical businesses, identifying market opportunities in the Middle East and Gulf regions

Aug 2004 – Jan 2007 **Regional Business Development Manager – Middle East and Africa**
Concord Group – Beirut, Lebanon

- Established and supervised the establishment of several projects in Abidjan, Beirut, Cairo, Dubai and Sharjah related to several vital sectors such as telecommunication, garments, construction, furniture and other retail businesses designed to serve the market needs including: call centers, garment and furniture showrooms, POS, Stock and Accounting Systems. Selected achievements includes:
 - *Establishing a call center in Cairo and Beirut* to serve clients based in United States of America and Africa. The work included business development and business auditing, following up on identified business goals, identifying and recruiting qualified personnel to serve in the call center.
 - *Establishing two garment showrooms for United Colors of Benetton in Lebanon (Concord Centre - Beirut) and Egypt (City Stars – Cairo)* to ensure maximum cost effectiveness and in line with international standards; The roles includes business development and auditing, conducting the relevant feasibility studies, supervising and reporting on budgetary requirements as well as identifying, recruiting and training qualified staff.

- *Establishing Concord Furniture Showrooms in Sharjah;*

Establishing the project POS, Stock and Accounting Systems for ECOGE Trading in Abidjan; ensured successful testing the system in Beirut and ensuring efficient implementation in Abidjan.

Oct 1999 – Jul 2004 **Freelance Consultant**
Beirut, Lebanon

- Worked as a Senior Consultant on short and long term consultancies for various national and regional companies to provide a wide spectrum of technical and managerial solutions. Following is a brief description of these consultancies.
 - *Spectrum Investment Group Holding*, examined existing and new market opportunities in Gambia, Iran, Lebanon and Syria in the areas of the company's main areas of expertise (telecommunication and Batching Plans construction); developed business plans and advising on the organizational and structural plans to establish these projects. The role also expanded to represent and lead Spectrum Investment Group Holding team in Gambia during the period of establishing a partnership with the government of the Gambia for the 50% ownership of Gambia telecommunication – Gambtel and Gambcel (2007)
 - *Luna Sat Offshore*, created new market opportunities in the MENA region for VSAT and Internet via Satellite specifically in Iraq following the 2003 war, and established new branches for the company in Baghdad, sales and CRS training as well as identified, recruited and trained new staff members. (Iraq, 2004)
 - *Abed Tahan and Sons*, identified new market opportunities, established a new branch, examined existing marketing strategies and developed new models that are more in line with international standards, creating and establishing the company's customer service department and call center and training assigned staff for effective response to customer needs. (Lebanon, 2003)
 - *Anzima*, identified market opportunities, provided IT corporate solutions, designed and supervised the implementation of innovative sales strategies and provision of training for the company's staff. (Lebanon, 2002)

Viatek multimedia store focused mainly on supporting the company in establishing their main showroom and store, setting up the POS, stock and accounting system as well as identifying, recruiting and training qualified personnel for the store. (Lebanon, 2000)

Mar 2000 – May 2002 **Senior Corporate Sales Consultant**
Fiber Links Networks – Beirut, Lebanon

As a Senior Corporate Sale Consultant for *Fiber Link Networks* it was requested to provide internet and security solutions for corporate accounts and to build training modules and train staff on equipment, solutions for sales and customer support.

EDUCATION

September 1991 – September 1994

*Completed the requirements of a Bachelor degree in Business Administration with
a minor in Management
Middle East College
Beirut - Lebanon*

ADDITIONAL TRAINING and CERTIFICATIONS

- M & E Framework – ILO Turin 2017
- Emotional Intelligence - 2017
- 7 Principles for Business Enhancement. 2007.
- VOIP Networks: Consulting and Know-how 2004
- Sales of Wireless Networks and VSAT Systems. 2004
- Enhancing Customer Service from NBTS. 2003
- Guru Selling from YUP. 2001
- Relationship Selling from YUP 2000
- Time Management from YUP 2002
- Handling Objections from YUP 2002
- Microsoft Sales Specialist from New Horizon. 1999
- National Scouting Diplomas.
- Red Cross (First Aid and Fast Deployment).
- UNICEF (Program for the Education of Peace in Lebanon for the Youth) 1990

CITIZENSHIP: Lebanon

LANGUAGES:

<i>Language</i>	<i>Speaking</i>	<i>Listening</i>	<i>Reading</i>	<i>Writing</i>
Arabic	Native	Native	Native	Native
English	Advanced	Advanced	Advanced	Advanced

COUNTRY EXPERIENCE:

- Egypt
- Gambia
- Iraq
- Jordan
- KSA
- Lebanon
- Syria
- UAE