Naim Zard

I'm relocating to Beirut and looking forward to putting my experience to the convenience of NGOs and startups there.

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EXPERIENCE

Zima Cloud SAL, Beirut — *Co-Founder & CEO*

Sep 2019 - Present

I manage a team of 4 to develop the ZIMA Cloud product.

Zima is a free cloud based software that helps small internet service providers to plan their network, manage their bandwidth, their users subscriptions and billing. Currently Zima is used in 17 countries worldwide and counting. ZIMA was accelerated by Flat6Labs Beirut and funded by LSF and other angel investors through follow-on funding.

ForwardLB, Jal el Dib — *Co-Founder*

Nov 2016 - Dec 2017

Co-working hub and Startup studio. Co-Founded with 5 friends.

Activities: Facilitating events and workshops, mentoring for young entrepreneurs, partnership building with local NGOs and universities.

Firenode SAL, Jal el Dib — Co-Founder & *CEO*

Jan 2013 - Present

Managed a team of 2 people. Firenode created Zima Radius, the precursor of ZIMA Cloud. In 2019 the Zima product spinned off as its separate company and Firenode became a contracting agency for digital transformation projects with a core expertise in Cloud technology.

Antonine University, Baabda — *Tech Adviser*

Feb 2009 - Nov 2010

Study: Antonine University - A digital transformation.
Presented to the dean of Business Faculty: Demianos Kattar.

Implementation of a new Student Information System that solved the access speed problem and made the registration smooth for students and operators.

EDUCATION

Antonine University, Baabda — *Masters in Computer & Communication engineering*

2003 - 2008

Sacré coeur, Gemayzeh — *General Sciences*

1994 - 2002

SKILLS

Product Management
User Experience
MVP, User Onboarding

Cloud computing
SaaS, Scaling
Go-To-Market
Product Positioning
Unit Economics

Community & Hobbies

Internet Society - Lebanon Chapter Member since 2012, Board since 2017.

Organizer at TEDxBeirut 2012

Piano, Chess

LANGUAGES

Arabic, English, French, Portuguese (elementary)

I'm Naim Zard, a product guy at heart, passionate about building useful products and tools.

I built a team and launched a software-as-a-service that is being used today in 17 countries and counting.

A defining factor of my team's success is the alignment of motives inspired by trust, harmony and accountability. I rely on honest one-on-one conversations seeking the hard truths first.

From a product perspective, I believe in the customer feedback loop as the most effective way to improve the product user experience.

Other skills include: minimum-viable-product launch, go-to-market strategy, north star metric research, user onboarding, product positioning and unit economics.

I'm currently relocating to Gemayze and would love to put my accumulated product management expertise to the convenience of NGOs, incubators, accelerators and startups in Beirut.

Looking forward to a contractual part time job in consultancy, mentoring, product management or business process management.

Thank you!

Naim