

Jean A. Kalfayan

Startup enthusiast and Lifelong student



Lebanon



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I'm a highly opportunistic person, passionate about public speaking, entrepreneurship and traveling. I take pride in my abilities to innovate, create and implement ideas, strategies and projects to their fullest potential and optimal growth. I have over 4 years of experience working with startups, leading events and public speaking. I believe in designing my own destiny through the actions I take and the decisions I make.

EDUCATION

Bachelor of Science in Business Management

Lebanese American University LAU,
Byblos, Lebanon
Sep 2018 – Dec 2021

ACTIVITIES

Professional Hiking Led and organized group hikes

Jun – Sep 2020

Member

Les Scouts du Liban, May 2009 –
Sep 2017

KEY SKILLS

Business Skills

Sales, Innovation, Strategy, Problem
solving, Project Management

Value Skills

Public speaking, Negotiation,
Teamwork, Creativity, Communication

LANGUAGES

ARABIC

Native Speaker

ENGLISH/ FRENCH

CERTIFICATES

Successful Negotiation

Michigan State University, Nov
2020

Creative Thinking

Imperial College London, Apr
2020

PROFESSIONAL EXPERIENCES

NFT Outreach Specialist at Aces of Ventures

- Generated and contacted leads on an international from conversation to deal closing
- Partnered with global communities to organize competitions and cross-events

Head of operations and Lead manager

Nest, Feb 2022- Aug 2022

- Leading a full team of developers, marketers and moderators to grow, develop and execute blockchain projects
- Responsible for establishing and closing partnership deals and setting operations strategy

Business Developer

FoundersBei, Beirut, Lebanon, Jun 2019 – Aug 2019

- Acquired clients and closed deals through various means
- Worked on strengthening the position of several startups in volatile environments and narrow markets

Project Manager

Worksarabia May 2022

- Planned, organized and executed a \$10,000 company launching in beirut
- Closed deals, negotiated and managed all aspects of the event from scratch.

Managing Partner and Founder

Lebanon Networking Hub, Nov 2022- Ongoing

- Organized, planned, and created various events catering entrepreneurs, business owners, and professionals.
- Led a team into executing a 2-day event with a 5-figure budget and a tight deadline

CAMPUS ACTIVITIES

Campus Director

Hult Prize Competition, LAU Byblos, Lebanon, Sep 2020 – Dec 2020

- Organized and managed numerous workshops, events and webinars during extreme conditions and minimal time.
- Led and mentored 15 competing teams from idea creation to pitching to investors.