



Sharon Ghanimé

Open, dynamic, resourceful, logical and committed are all fundamental pillars of my approach to business.

I have successfully implemented key building blocks within processes, structures, and stakeholders to deliver continuous improvement, flexibility, consistency, and ultimately achieve optimal quality, service, and efficiency.

More than 10 years experience in various sectors covering the Middle East & Africa regions with focus on consultancy, business development, operations and project management.

Get in touch!

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DOB:

13/Nov/1985

Nationality:

Lebanese

Languages

English, Arabic & French (fair)

Work Experience

Partnerships Manager

Mint Basil Market | May 2021 - Present | UAE

- Source health and wellness brands.
- Initiate partnerships with selected suppliers and onboard them on the platform.
- Establish and manage legal contracts for 50+ domestic partners.
- Identify health experts in the market and invite them to join our community by creating educational content.
- Form partnerships with wellness establishments.

Wellness Business Consultant

Freelancer | Jan 2014 - Present

- Create and implement corporate wellness programs in the GCC.
- Plan and roll out wellness retreats in Lebanon and the UAE.
- Teach Yoga both in-person in Muscat, Dubai and Beirut and online via Zoom.
- Develop business plans for SMEs within the wellness industry.
- Organize yearly wellness events to raise funds for different NGOs.

Co-Founder & Operations Director

Say. | Jul 2016 - Nov 2019 | Lebanon

- Establish legal contracts and write end-to-end proposals.
- Source and hire talents as needed to fulfill projects' mission.
- Work on tools Webkul, Upwork, Asana etc for business development.
- Develop processes, procedures and policies to ensure an efficient roll out of the operation.
- Maintain and monitor accounting systems to capture billings.

Academic History

MBA with emphasis in Operations Management

Jun 2013 | American University of Science and Technology | Lebanon

BA in Business Management

Feb 2007 | SUNY Empire State College | New York, USA

Certifications and Workshops

- Yoga Teacher Training | 2015 & 2016
- Change Management | 2013
- Supply Chain Management | 2012
- CIFFA | 2010
- Managing Supplier Performance | 2010
- Emotional Intelligence | 2009

Management skills

- Partnerships and relationship
- Process optimization and implementation
- Supply chain and operations
- E-commerce and inventory
- Projects and accounts
- Contracts and legal negotiations
- Distribution and benchmarking
- Strategic planning and organizing
- Business analytics and development
- Compliance and risk

Work Experience

Partner Relationship Manager

Forelogix | Jun 2015 - Jun 2016 | Lebanon

- Create a systematic, process driven approach to partner outreach and relationship management.
- Manage contract terms and conditions.
- Write and manage end-to-end RFIs/RFPs/RFQs with suppliers.
- Coordinate with internal stakeholders to align suppliers' solution design, SLAs and pricing.
- Own and develop business cases.
- Develop KPIs in-line with the operations requirements.

Operations Manager

MDS | May 2014 - May 2015 | Sultanate of Oman

- Contribute to short and long term organizational planning and strategy.
- Supervise and coach operations officers.
- Oversee monthly assessments and forecasts of the organization's performance against financial and operational goals.
- Develop, maintain, and monitor accounting systems to capture pledges, billings, and receipts.
- Establish metrics, baselines, and KPI for measuring operational performance.

Head of Supply Chain

FVC | Aug 2012 - Mar 2014 | UAE

- Direct the process which includes the planning of procurement, logistics and distribution.
- Communicate needs and objectives to key personnel within the department.
- Work closely with vendor's to keep material / services flowing smoothly.
- Negotiate contracts to achieve maximum efficiency.
- Calculate total supply chain costs in relation to proposed new projects.

Senior Logistics Coordinator

FVC | Nov 2010 - Aug 2012 | Lebanon

- Streamline the planning and execution logistics processes covering major territories like Lebanon, Cyprus, Syria, Jordan, Malta, and North Africa.
- Improve financial performance and cash flow by arranging the methodologies for exchanging funds while adhering to incoterms across entities within the supply chain.
- Improve sourcing and freight solutions.
- Promoted in August 2012 to Head of Supply Chain

Logistics Specialist

Azadea Group | Sept 2007 - Nov 2010 | Lebanon

- Arrange shipments to/from Lebanon for goods, materials and furniture.
- Follow up with 3PLs: freight forwarders, Chamber of Commerce, Industrial Research Institute, clearing and insurance agents on service & delivery activities.
- Examine budget and forecasts for completeness, accuracy, and conformance with procedures and regulations.
- Design and implement customized CRM databases..