

Hamza OBEID

Sanawbar Complex

Abou Samra, Tripoli, Lebanon

M: +96176 66 80 87

E-Mail: obeidhamza@hotmail.com

Skype name: obeidhamze

37 years old, Married

Nationality: Lebanese

RESEARCH THEMES AND KEYWORDS

MSME Support, Sustainable Development, Ethical Finance, and International Macroeconomics

Local Economic Development, Social Stability, Market Systems Development, Local Economic development, Women and Youth Empowerment, Social Entrepreneurship, Impact Assessment, Access to Markets, Value chain Support.

ACADEMIC BACKGROUND

- 2009 **PhD in Ethical Finance** – Lille 1 University (Centre de recherche EQUIPE)
- 2007 - 2008 **Master II Professional in Finance And Banking Activities** – Jules Verne University
- 2006– 2007 **Master II Research in Applied Economy And European Public Policies** – Nancy 2 University
- 2005 – 2006 **Master I Business Administration, option Marketing & Management** – Lebanese University
- 2004 – 2005 **Master I Business Administration, option Finance & Accounting** – Lebanese University
- 2001–2004 **Bachelor's degree in business administration, option Finance** – Lebanese University
- 2000 – 2001 **High School Diploma in Mathematics**

PROFESSIONAL EXPERIENCE

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| Livelihood Expert Consultant | Providing Support to Covid-19 Affected Producers in North-Lebanon and Akkar, UNDP funded Project, BIAT, Beirut, Lebanon |
| July 2022 Till Now | Designing and conducting FGDs and TNAs with project Beneficiaries (Farmers, Food processors, Coops) Developing and reviewing Training materials |

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| Meal Consultant | Tahhadi, Beirut, Lebanon |
| June 2022 | <p>Evaluation of Tahaddi's current M&E processes with recommendations for streamlining and improving systems in the coming 12-months</p> <p>Completing the end-line program assessment and report for Tahaddi's 12-month project funded by UNICEF and entitled "Enhancing preventive measures to support the control of COVID-19 in Southern Beirut (Hay el Gharbeh and surrounding areas)".</p> |
| Program Manager | <i>Mercy corps, 3amaly (market based opportunities and skills training for women and youth), 4 years livelihood program, Beirut, Lebanon</i> |
| September 2021 till May 2022 | <p>Managing a three-year livelihood program implemented in Nabatiyeh governorate, union of municipalities of Saida, lower Chouf and greater Tripoli that includes:</p> <p>Youth employability: 1200 TVET beneficiaries, and 800 work-based learning beneficiaries</p> <p>Business support: 62 existing MSMEs, 135 startups, and 225 entrepreneurs in the food processing industry.</p> <p>Organizational support to 15 local NGOs including strategy formulation, internal procedures development, etc.</p> <p>Organizing a Program review 3 days' workshop</p> <p>Coordinating with the donor External Evaluator</p> <p>Preparation of Interim report (financial and narrative)</p> <p>Development of NCE scenarios and 3amaly II Concept Note.</p> |
| Implementation Expert | <i>Welthungerhilfe, Lebanon</i> |
| September 2020 till August 2021 | <p>Ensure the appropriate implementation of Value chain projects by the implementing partners (Technical Support, Expenditure, Procurement, Quality assurance, etc.) in North Beqaa and Beirut</p> <p>Coordinating with the M&E department</p> <p>Participating in the project development process for different international donors (including Consortium formulation, Concept note, Budget, Full proposal, and M&E plan development)</p> |
| Project Manager | <i>Support to 25 traditional MSMEs related to Tripolitan Heritage sector _MASALIH Project (Swiss development agency funded), Safadi Foundation</i> |
| June 2020 till August 2020 | Rapid assessment on the Traditional Business in Tripoli (challenges, recommended subsectors to support, types of support, etc.) |

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| | Conducting assessments and shortlisting of 25 MSMEs |
| | Building a Business development Unit at Safadi Foundation (Team selection, Developing Manual of operations, Procedures, etc.), Safadi Foundation Team building) |
| MEAL consultant | <i>Welthungerhilfe, Lebanon</i> |
| May 2020 till June 2020 | Develop a MEAL system and a comprehensive, feasible base-line-study plan for a three-year Value chain project implemented, in Beqaa Region, through a local partner (LOST) |
| External Evaluator | <i>Swiss Agency for Development and Cooperation, Lebanon</i> |
| May 2020 till June 2020 | Programmatic Review of a three-year livelihood and social cohesion Project ‘Lebanon – Basmeh and Zeitooneh: Strengthening Resilience of Vulnerable Populations in Marginalized Areas’ Funded by the Swiss Development Cooperation |
| Livelihood Program Manager | <i>Concern Worldwide, Akkar, Lebanon</i> |
| Nov 2019 till April 2020 | Managing three livelihood and value chain Projects in Akkar and North Lebanon that include: <ul style="list-style-type: none"> • MSME support • Entrepreneurship • Value chain support (Peaches, Tomato, herbs) |
| Project Manager & SME Specialist | <i>Provide increased numbers of refugees and other affected populations with access to income generating opportunities with a focus on the needs of at risk women and/or people living with disabilities (DFAT Funded Project), CARE</i> |
| July 2017 Till October 2019 | Ensure the implementation of Business Consulting for 50 MSEs and startups |
| | Recruitment and follow up of 175 apprentices under the apprenticeship component |
| | Technical Manager of the business support component in AFDAL (WFP funded project) as well as NAWAT (BMZ funded Project) |
| | Participated in the development of CARE Lebanon SME strategy |
| Livelihood Manager | <i>LEADERS – Promoting inclusive local economic empowerment and development to enhance resilience and social stability (EU funded Project), CARE</i> |
| Feb 2017 - March 2018 | Ensure the implementation of BDS delivery to 317 MSMEs and startups in North and Mount Lebanon |
| | Conducting SROI study for 9 Community support proposals |
| | Recruitment and follow up of 114 university graduates under the internship component |

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| Project Coordinator | <i>SILA: Developing MSMEs to expand their businesses and increasing job creation, UN OCHA, BIAT, Lebanon</i> |
| May 2016 - Jan 2017 | <p>Preparing project proposal, Log frame, schedule, and budget</p> <p>Conducting Business Model Canvas training for 40 MSMEs in North Lebanon</p> <p>Developing Scoring Matrix for businesses and Youth</p> |
| Business Consultant | Business Counseling Unit, BIAT, Tripoli, Lebanon |
| Dec 2013 – Jan 2017 | <p>Member of the evaluation committee in business plan competition organized for Lebanese residents and Syrian refugees in Tripoli and Zgharta area (300 applications)</p> <p>Business Diagnosis for Startups and MSMEs (200+ meetings)</p> |
| Project Coordinator | Building Alliance for Local Advancement, Development, and Investment Program, (BALADI) , USAID funded Project, BIAT, Tripoli, Lebanon |
| Dec 2013 - March 2015 | <p>Reviewing feasibility studies submitted by municipality applications.</p> <p>Conducting Private sector mapping for potential private sector partners</p> <p>Training Community projects committees (CPCs) and municipalities on Public Private Partnerships (PPP Workshops)</p> |
| Researcher and Junior Consultant | INTELLIGILE Excellence, Tripoli, Lebanon |
| Nov 2009 - Nov 2013 | <p>Providing Business Excellence Solution including Methodologies and Tools, for helping Organization in Aligning Organization Capabilities to Strategy.</p> <p>Analyzing management best practices, Frameworks and standards: (1) Strategy: Business Motivation Model standard, (2) Process management: BPMN2.0, (3) Information Technology: TOGAF9.1, (3) Project Management: Prince2</p> <p>Participated in a study concerning the excellence in the educational Ecosystem</p> |

ACADEMIC EXPERIENCE

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| Lecturer | Conservatoire Nationale des Arts et de Métiers (CNAM), Lebanon |
| Since March 2012 | <p>Financial & Accounting Analysis (undergraduate level), 5 semesters</p> <p>Finance (undergraduate level), 4 semesters</p> <p>International Economic policies (undergraduate level), 3 semesters</p> <p>Taxation (undergraduate level), 5 semesters</p> |

PUBLICATIONS AND PAPERS

- SME support study, Nabad Association, April 2021.
 - Developing SMEs in Tebbane, Qobbe, and Jabal Mohsen, September 2018
 - Akkar & Tripoli Textile Sector – Labor Market Assessment, January 2018
 - Labor Competency Needs Assessment for the Construction, Agro-Food Industry, and ICT Sectors in Lebanon, (Mind the Gap), UNDP, August 2016
 - Key Information about labor in the selected key economic sectors in Tripoli, UNDP, November 2015
 - Rapid Assessment of Key Economic Sectors in Tripoli, UNDP, September 2015
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SKILLS

- Ms Office, Primavera, SPSS, SAS, Matlab
 - Team Leader skills
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INTERESTS

- Reading, badminton, and golf
- Head of a local NGO in Dannieh Region working on Socioeconomic Development
- Volunteer trainer