

ABBAS NASSEREDINE

Ann16@mail.aub.edu | <https://www.linkedin.com/in/abbas-nd> | +96176 022 366

EDUCATION

American University of Beirut (AUB), Beirut, Lebanon Aug.20- May.23
Bachelor degree in Business Administration – concentration in Finance (USAID Scholarship) GPA: 3.3/4

University of St. Gallen (HSG), St. Gallen, Switzerland Feb.22- May.22
Exchange Semester in Business Administration Bachelor Program

EXPERIENCE

DAI (Water Sanitation and Conservation project-WSC), Lebanon Aug.2022- Present
Rotational Intern

- Assisting in developing databases for trainees, preparing training agendas, and collecting data
- Helping the WSC team in research and report writing
- Performing capacity building, planning and implementation activities related to the project
- Visiting project locations (i.e, Beqaa, South Lebanon and North Lebanon) for data collection and consolidation for training need assessments

BTWN, New York, United States of America Aug.21-Dec.21
Business Development Associate

- Developed strategies to execute during the expansion to Europe to target potential clients
- Collaborated with other functions to align the expansion and engage our clients through marketing
- Conducted market analysis in the United Kingdom and France and researched potential partners
- Arranged and negotiated with different platforms to facilitate our strategies such as PayPal and Revolut
- Set up daily meetings with potential customers to explain the idea behind the platform and finalize deals

AIESEC, Beirut, Lebanon Jul.21- Nov.21
Financial Assistant

- Prepared and interpreted reports, budgets, and financial statements
- Conducted strategic analysis and assisted with strategic planning to develop long-term business plans based on reports and statements
- Launched strategies that work to ensure financial sustainability and paid the liabilities in due time
- Corresponded with other departments, discussing AIESEC plans and agreeing on future paths to be taken

AIESEC, Beirut, Lebanon Feb.21-Jul.21
Business Development Manager (Partnerships)

- Identified partnership opportunities and followed-up through calls, emails, and visits
- Collaborated with other functions to align our internal goals with new and existing partner relationships
- Kept ongoing relationships with partners and offered new ways to grow the partnership
- Developed a business development plan to expand our work and target start-ups and companies in Lebanon

EXTRACURRICULAR ACTIVITIES

Fashion & Luxury Business Club (FLUX), St. Gallen, Switzerland Feb. 2022- May 2022
Member

- Attending workshops conducted by industry experts (Omega, Bucherer, Audemars Piguet, ...)
- Attending factories visits and auctions done by several brands and auction houses in Switzerland (Christie's)

Children Cancer Center (CCCL), Beirut, Lebanon Sept.20
Event's Organizer

- Planned and organized events for children (birthdays, educational, and entertainment)

WORKSHOPS AND CERTIFICATIONS

Strengthening the Economic Resilience of Women of Yanouh, South Lebanon, Lebanon Aug.21- Present
USAID funded project that targets women in South Lebanon that are suffering during the economic crises and supporting their small businesses as well as building up their soft and technical skills through several workshops.

Project Management by EY, Beirut, Lebanon Sept.21
Consisted of 5 knowledge domains of Initiating, Planning, Executing, Monitoring, and Closing a project which we got knowledge in different areas such as Scope, Cost, Quality, and Risk management

SUMMARY SKILLS

Languages: Fluent in Arabic and English (Reading, writing, and speaking)

Computer skills: Microsoft skills (Excel, Word, and PowerPoint), R programming, Python, SQL