

Anthony KERBAGE – Business Development

Elyssar, El Metn, Lebanon • (961) 76 182725 • kerbageanthony@gmail.com • [Linkedin Profile](#)

PROFESSIONAL SUMMARY

To leverage my skills and experience in developing businesses and startups to contribute effectively to a dynamic organization, while continuously learning and growing professionally. I aim to make a meaningful impact and achieve both personal and organizational success.

EDUCATION

Lebanese University (LU) Dec. 2021
Master of Sciences in Agro-Economics

Lebanese University (LU) Dec. 2018
Bachelor of Sciences in Agriculture Engineering - Faculty of Agriculture Engineering and Veterinary Medicine

EXPERIENCE

Business Consultant | Freelance July. 2023 - Present

- Developing a business plan for a turmeric production project in Tamil Nadu, India
- Developing a full feasibility study for a hunting shop in Lebanon

Berytech

Senior Business Development and Support Officer May. 2024 - Present

- Supporting in managing TESSA program, focusing on shifting 20 corporate business models into green ones
- Supporting in managing LIRA program, helping 10 researchers build their own startups
- Designing and managing Lebanese Blue Economy incubation phase

Business Development and Support Officer May 2022 - May 2024

- Supporting, designing, and implementing 9 programs in the acceleration and incubation phase in several sectors including Circular Economy, Textile, Waste valorization, Agri-food, ICT, and healthcare
- Conducting needs assessments (using GrowthWheel) and following-up on 60+ startups (idea and early stages) in different sectors, preparing a tailored roadmap for the support required, and recruiting the right consultant for each startup
- Coordinating closely with incubated teams, consultants, and experts
- Coaching and mentoring startups by covering all the components identified including business plans and feasibility studies
- Training startups to showcase their ventures in regional events like the Green Innovation Days and AgriFood Innovation Days
- Supporting in organizing 5+ activities and events including pitching, matchmaking, launching programs...

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- Supporting in managing “From Innovation to Creation”, a program targeting green and social entrepreneurship, by training ISOs to better support their startups
- Supporting in designing business clinics for 48 startups in the Arab Youth Hackathon event

The Paws | Founder

Dec. 2017 - Present

The Paws is a mobile pet grooming van in which grooming (shower + haircut) takes place in an equipped van at the client’s doorstep.

Achievement: Finalist in the Start-up accelerator program created by HEC Paris and ESA Lebanon – Sept. 2019

- Creating business plan and decision making
- Working on marketing strategies and execution
- Financing and budgeting the company
- Being the exclusive sponsor of “WOOFFEST 3” (the biggest pet event in Lebanon, managed by Mindwhisk events) by managing a team of 5, and showering around 250 dogs in 2 days.
- Sponsoring several events such as City Picnic, Camping Amchit, Campers at the Beach, The Field...
- Following up with clients

Blackbox | Drone Operator

Jan. 2017 - Present

PROFESSIONAL CERTIFICATIONS

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| • Working at the Speed of Trust – FrancklinCovey | Apr. 2024 |
| • International Market Access – SEE Change | June 2023 |
| • Technical Analysis of Financial Markets – UA by Dr. Teddy Bakhos | Jan. 2023 |
| • Certificate in Sustainable Business Plan Development Course – SwitchMed | Nov. 2022 |
| • Certificate in Sustainable Business Model Development Course – SwitchMed | Oct. 2022 |
| Green Business Model; Green Business Plan; Access to Market; Access to Finance; Eco Design | |

LANGUAGES

Excellent proficiency in Arabic and English. Intermediate proficiency in French

SKILLS

Computer Skills: Microsoft Word (Excel, PowerPoint, Word, Access); CRM; Growth Wheel

EXTRACURRICULAR ACTIVITIES

University Christian Outreach (UCO) | Lebanon

Jan. 2014 - Present

Member and Team Leader of the service team composed of 6+ members that meets for prayer and volunteer work