

# Wael Hammad

Beirut – Lebanon

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## Business Development Specialist

A dynamic and self-motivated Business Graduate and Impact Entrepreneur with an impressive track record of achievements and proven administrative and communicative abilities. Offering innovation, strategic research, valuable networking, and teamworking skills. Seeking a challenging opportunity to further my professional development within a professional institution that shares my mission to create a more sustainable community.

## Work Experience

### CEDARS TRAIL RIDING CLUB

Chouf, Lebanon

Nov 2022 – Present

#### Business Development Specialist

- Built a feasibility study, prepared a business plan, monitored costs and forecasted financial projections.
- Researched the tourism industry, examined growth opportunities, and successfully collaborated with two international businesses.
- Wrote Project Proposals, analyzed new grant opportunities and successfully joined the REAF program with Berytech.
- Utilized PowerPoint expertise to deliver multiple compelling pitches, resulting in successfully raising over \$7000 as seed funding.
- Acted as the face of the startup in exhibitions and business events, delivered multiple speeches, and fostered a strong network with fellow business professionals.

### EXPLORE WITH WAEEL

Chouf, Lebanon

Sep 2018 – Present

#### Freelance – Mountain Guide

- Guided 350+ tourist groups from different nationalities.
- Collaborated with Shouf Biosphere Reserve, Lebanese Mountain Trail Association and multiple stakeholders
- Generated and sold multiple tourism packages and promoted sustainable tourism

### SHOUF BIOSPHERE RESERVE

Destination Management Organization (DMO)

Jan 2023 – March 2023

#### Project Coordinator

- Conducted data collection efforts by visiting and engaging with local communities of 10 villages to identify key attractions, natural and cultural landmarks, and tourism service providers for the creation of a comprehensive touristic map.
- Worked with the International Labor Organization on DACUM analysis for local guides, resulting in the development of comprehensive job descriptions and clearly defined tasks to enhance professionalism and efficiency in the tourism industry.

DACUM Analyses - (ILO)

Sep 2021 – Oct 2021

Ethnobotany Study  
Dec 2020 – May 2021

- Carried out door-to-door interviews with elderly farmers to collect ethnobotany data, compiled and sorted information into computer platform, and gathered plant samples for further studies and laboratory analyses.

## Volunteering

BLOOM.PM

Beirut, Lebanon

Sep 2023 – Present

### **Business Mentor**

- Joined EON and HerMeNow program as a business mentor to support and empower businesses and individuals working in social and green entrepreneurship.

## Education

LEBANESE UNIVERSITY

Aley, Lebanon

2020 – 2023

### **Bachelor of Business Administration**

- Banking and Finance

## Training and Workshops

Berytech

2023

- Market Research & Go to market Workshops
- Business Model Workshops
- Financial Statements & Reporting Workshops
- Sales Strategy Workshops
- Investment Pitching Workshops

Shouf Biosphere Reserve

USAID

- Local Guide Training 2018 - 2020 - 2021
- Bird Watching Training - 2023

Coursera

- Excel Skills for Business: 4 Courses
- Successful Negotiation: Essential Strategies and Skills
- Microsoft Power BI course

Nawaya Organization

## Skills and Language

Soft Skills

- Excellent Communication and Networking Skills
- Time Management
- Problem Solver

Technical Skills

- Proven Knowledge in Microsoft Office Suite (Word, Excel, PowerPoint)
- Proven Knowledge in Data Collection
- Proven Knowledge in Power BI

Language Skills

- Arabic – Native
- English – Fluent
- French – Elementary

## Reference

Available Upon Request