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ALI ZEINDEEN

PERSONAL INFORMATION

- ❖ Marital status: Married
- ❖ Nationality: Lebanese
- ❖ Place/Year of Birth: Byblos/Lebanon 1985

OBJECTIVE

To leverage a decade-spanning expertise in financial analysis, fintech, and investment management, within a dynamic and growth-oriented setting. Seeking an impactful role as an Investment Manager to innovate and execute investment strategies while fostering meaningful partnerships within the startup and venture capital ecosystem.

I aim to contribute smart financial shrewdness, comprehensive due diligence, and proactive leadership in aligning investment objectives within the organizational vision, thus driving sustainable growth and maximizing investment opportunities.

EDUCATION

- ❖ **Lebanese Baccalaureate, Life Science Section** - Al Makased High School, 2003
- ❖ **B.Eng. in Communication & Computer Engineering** - IUL, Lebanon, 2008
- ❖ **Master in AI in Fintech** - IUL, Lebanon, 2020

LANGUAGES

- ❖ **Arabic:** Native proficiency - Fluent in reading, writing, & speaking
- ❖ **English:** Excellent proficiency - Fluent in reading, writing, & speaking
- ❖ **French:** Fair proficiency

CERTIFICATES

- ❖ Project Management Professional – University of California – Online Degree
- ❖ KNX – Advanced Automation Engineer
- ❖ Chartered Financial Analyst (CFA - L1): Wiley courses, in progress

WORK EXPERIENCE

- ❖ Volunteered in the Red Cross & Civil Defense
- ❖ **Eastern Investments Projects (EIP) SAL:**
 - Country Manager (2017- Present)**
 - ✓ Strategic Investment Planning:
 1. Develop and execute business & investment strategies
 2. Identify lucrative sectors, industries, and geographical areas for targeted investments.
 - ✓ Startup Engagement & Support:

1. Lead product management planning and analysis for startups, forecasting metrics, risks, and opportunities.
 2. Evaluate startup pitches and business plans for viability and alignment with investment criteria.
 3. Provide strategic support including company valuation, investment strategy, and financial modeling, market analysis, product development(including technical), development of various business models, marketing strategy and KPIs, and supporting in legal structures and contract administration.
- ✓ Decision-making & Due Diligence:
 1. Collaborate with the investment committee for sound investment decisions.
 2. Oversee due diligence processes including market analysis, financial assessment, and risk evaluation.
 - ✓ Stakeholder Management & Reporting:
 1. Cultivate relationships with investors, venture capitalists, and corporate partners.
 2. Prepare and maintain accurate records, presenting regular performance reports to leadership.
- ❖ **Energytika S.A.R.L. MEP Company:**
Project Manager (2012-2017)
- ✓ Business Development, Project Operations, Financial Management, and Vendor Relations
 - ✓ Executed high-profile projects like Midtown Medical Center, Majestic Tower, and KAUST University Jeddah-KSA
 - ✓ Managed full project life cycle from planning to execution, ensuring quality and adherence to deadlines
- ❖ **SETRA - KSA - Riyadh:**
Sales Manager (2010-2012)
- ✓ Oversaw design, RFQs, technical support, procurement, and contract management
 - ✓ Managed logistics and ensured compliance with high standards during project completion
- ❖ **Triacom SARL - Lebanon**
Automation Engineer (2008-2010)
- ✓ Coordinated procurement processes, maintained BOQs, and managed supplier communications

PROJECTS FULLY EXECUTED

- ❖ **Seiyaj Consortium - KSA**
- ✓ Business Investments
 1. Aerospace-Tech
 2. Agri-Tech
 3. Health-Tech
 4. Green-Tech
 5. Prop-Tech
 - ✓ Investment Fund: 500M\$

- ❖ COFE App - Kuwait
 - ✓ Coffee market place
 - ✓ Investment Fund: 32M\$
- ❖ **EIP Real estate**
 - ✓ Zahle Land Medical Construction
 - ✓ Investment Fund: 7M\$
- ❖ **In Progress:** Mobile App solutions
 - ✓ Wazering
 - Investment Fund: 1M\$
 - ✓ YourLaundry.app
 - Investment Fund: 60K\$

HUMANITARIAN ACTIVITIES

- ❖ Active member of F.D.C.D. promoting equal citizenship and human rights
- ❖ Established L.A.P.A.T. aiding hospitals to achieve medical standards
- ❖ Participated in international workshops for peace and dialogue in the Middle East

HOBBIES

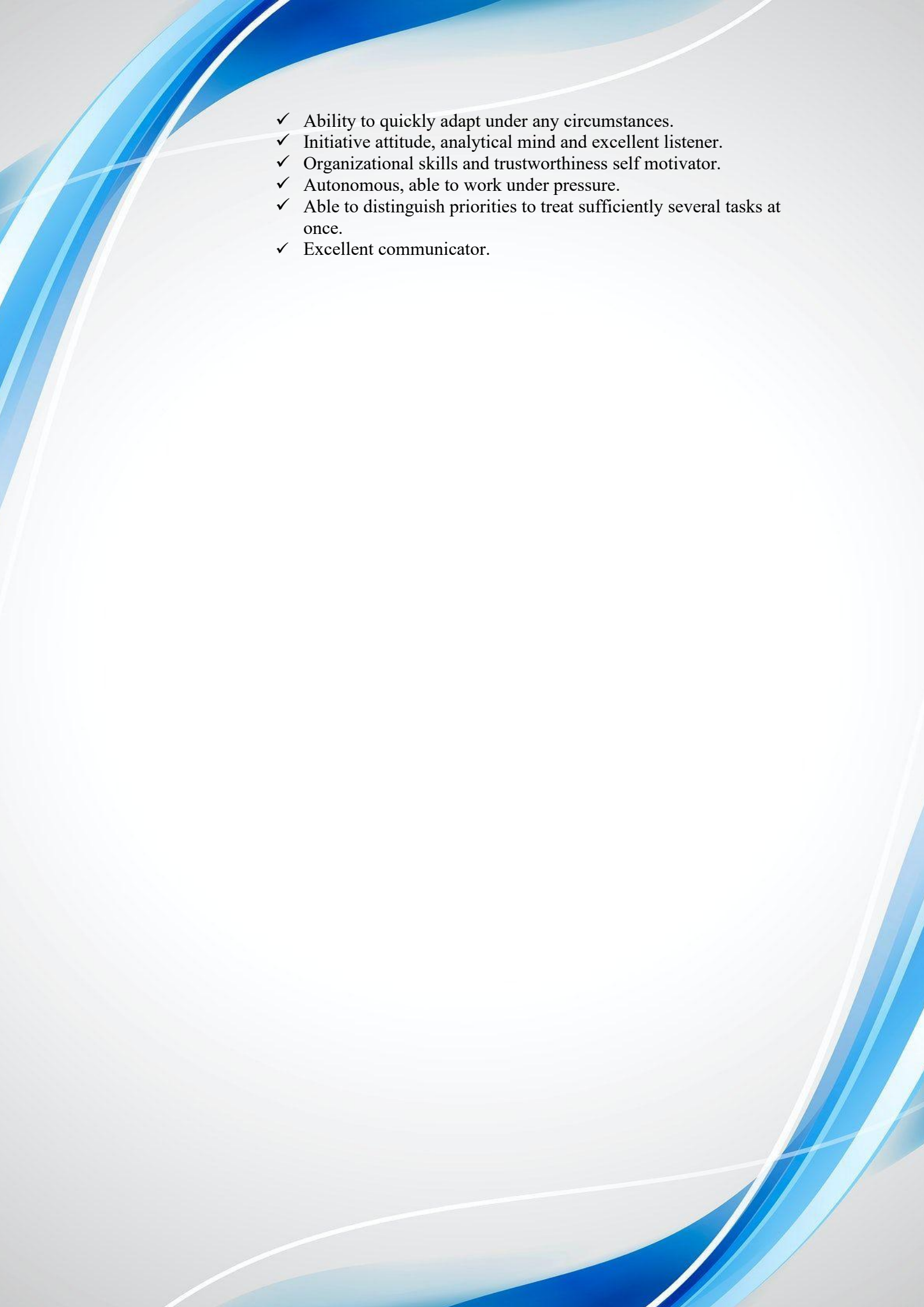
Chess, music, and psychology readings.

SKILLS

- ❖ **Financial Expertise:** Proficient in financial analysis, modeling, and valuation techniques
- ❖ **Leadership & Communication:** Adept at building relationships and motivating teams
- ❖ **Project Management:** Skilled in efficient project execution and risk management
- ❖ **Analytical Skills:** Strong ability to identify investment risks and opportunities
- ❖ **Multilingual:** Fluent in Arabic and English, Fair proficiency in French
- ❖ Deep **Agile** methodology pyrotechnical
- ❖ **Hand Skills:** JIRA, Confluence, AutoCAD, ZOHO, Primavera, ERP/CRM, SQL Server, Programming (JAVA, ASP.NET, VB.NET), MS Office Suite

SUMMARY

- ✓ Strategic Negotiator
- ✓ Manages one or more functions or units
- ✓ Contributes to development of strategies and plans
- ✓ Facilitates compliance-related business process implementation or improvement initiatives
- ✓ Improves key relationships and dependencies among Business Development, Engineering, Finance, Sales, Shareholders and other business functions

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- ✓ Ability to quickly adapt under any circumstances.
 - ✓ Initiative attitude, analytical mind and excellent listener.
 - ✓ Organizational skills and trustworthiness self motivator.
 - ✓ Autonomous, able to work under pressure.
 - ✓ Able to distinguish priorities to treat sufficiently several tasks at once.
 - ✓ Excellent communicator.