

HERBERT PRITZKE

BUSINESS ANALYST

Lebanon, Keserwan | (+961) 71 201 920 | hrp00@mail.aub.edu | Nationality: Lebanese-German

EDUCATION

American University of Beirut AUB | Beirut, Lebanon

MASTER OF SCIENCE IN BUSINESS ANALYTICS

Aug 2022 – Jan 2024

- Elected student representative for graduate students at OSB

Holy Spirit University of Kaslik USEK | Keserwan, Lebanon

BACHELOR'S DEGREE IN BUSINESS MANAGEMENT AND ENTREPRENEURSHIP

Sep 2019 – Jun 2022

Catholic University of Eichstatt | Ingolstadt, Germany

Completed an exchange student program for one semester.

Aug 2021 – Feb 2022

SKILLS

- **COMMUNICATION** – Promoted personal startup to international investors and organizations.
- **LEADERSHIP** – Mentored and assisted startup founders while evaluating presented pitches and ideas.
- **TEAMWORK** – Worked closely with team members to successfully build a company from 0.
- **RESEARCH** – Did a lot of research to understand and to master the process of bioconversion.
- **TIME MANAGEMENT** – Participated in competitions and hackathons that required a lot of time management to able to deliver all the required tasks on time.

INTERNSHIP

TRADING DESK INTERN

Arab Financial Corporation | Beirut, Lebanon

Aug 2021

- Assisted traders in performing daily trades while keeping a record of all operations in excel sheets.
- Conducted financial analysis by surfing through several programs, including Bloomberg, resulting in great knowledge of the economy and stock market.

EXPERIENCE

BUSINESS ANALYST

2023

Feb 2023 – Dec

Progreso | Santiago Metropolitan Region, Chile

- Developed a customer recommendation system using machine learning algorithms for Progreso.
- Developed a customer/Debtor Clustering unsupervised machine learning approach in order to optimize the company's growth strategies.
- Worked closely with Progreso's team to understand their business and operations.
- Utilized Python, R-studio to process and analyze data, and Tableau for visualizations.

CONTRACT

ANGHAMI | Beirut, Lebanon

Nov 2022 – Dec 2022

- Predicting customer churn using R Programming & Python for one project
- Exploratory data analysis over Tableau
- Predictive binary classification models implementation
- Insights generation, and business recommendations

FIELD SURVEYOR / DATA COLLECTOR

2022

Jun 2022 – Aug

USAID-SOLIDARITY (BBRB Project) | Achrafieh, Lebanon

- Did a survey on the most damaged MSMEs by collecting data on site.
- Created BOQs to every surveyed shop.
- Entered the data on Microsoft Excel, Google Maps and on Power Apps

FOUNDER

PawFuel | Keserwan. Lebanon

Feb 2021 – Present

Pawfuel is a startup that converts food waste into premium high quality competitively priced dry food made out of insects

- Received a total of 75000 \$ Grant from different accelerators

- Presented several pitches in front of potential international investors and organizations, including Carlos Ghosn.
- Responsible of the operations and financial of PawFuel alongside of the leadership of the company and its employees.

LANGUAGES

ARABIC – Native Proficiency **FRENCH** – Bilingual Proficiency **GERMAN** – Bilingual Proficiency (C1_DSD)
ENGLISH – Bilingual Proficiency **SPANISH** – Limited Working Proficiency

CERTIFICATIONS

ACIE Global Accelerator	ACIE	Jul 2021 – Sep 2021
SAFEER Accelerator	SAFEER EU	Jun 2022 – Dec 2022

VOLUNTEERING

Expert Volunteer in NASA SpaceApps Challenge | Keserwan, Lebanon Jun 2022 – Oct 2022

TRAINER

- Mentoring teams before and during the hackathon.
- Helping teams with their pitch.

OpportUNITY | Keserwan, Lebanon

March 2022

TRAINER

- Trained 40+ young students on how to build their startup from scratch through design thinking training, ideation training and pitching training.
- Asked them to prepare a PPT presentation and a pitch to present their idea in front of me and two other judges and scored their pitching skills.

The Hult Prize USEK | Keserwan, Lebanon

March 2022

JUDGE

- Evaluated more than 10 startups' presentations and pitches, resulting in one final winner.

Asher Center for Innovation and Entrepreneurship (ACIE) | Keserwan, Lebanon Feb 2022 – May 2023

VICE PRESIDENT

- Conduct 2 workshops for 70+ students to raise awareness about leadership and success while providing all details to create a startup from A to Z, where one student's project achieved a 100/100 in college.

STARTUP MENTOR

- Achieved 20+ mentorship hours aimed at helping students develop their business ideas to startups, resulting in some students' exceptional progress in college projects with high grades.