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Summary

Food safety and biotechnology specialist with over 4 years of experience in laboratory diagnostics, food hygiene training, and regulatory compliance. Proven track record in leading practical and theoretical trainings on food safety, hygiene, and traditional Lebanese food production. Adept at working with women-led initiatives and rural communities to promote safe and sustainable food processing practices. Skilled in HACCP, ISO 22000, and Codex Alimentarius guidelines, with experience delivering capacity-building programs in collaboration with NGOs and international organizations.

Core Competencies

- Food Safety & Hygiene
- HACCP & ISO 22000 Standards
- Kitchen Sanitation & Cross-contamination Control
- Community & Women's Empowerment Programs
- Traditional Food Preservation (Drying, Pickling, Syrups)
- Project Coordination & Capacity Building
- Arabic-Language Training Materials

Experience

MEFOSA | Chief Scientific Officer

January 2025 – August 15 2025

As Chief Scientific Officer, I lead both the scientific and operational functions at MEFOSA, delivering high-impact scientific, food safety, and regulatory projects across the MENA region.

Scientific Leadership

- Developed and implemented scientific strategies aligned with Codex standards, regional policies, and international food safety regulations.
- Directed scientific studies, assessments, and technical reporting for clients including governmental bodies, private industry, and NGOs.
- Led technical proposal writing, grant applications, and international collaborations in food safety and agri-food systems.
- Reviewed scientific data and provided expert insight on risk analysis, labeling compliance, food import/export policy, and FSMS.
- Represented MEFOSA in international forums, conferences, and stakeholder meetings as a subject matter expert.

- Designed and delivered community-based workshops on food hygiene and Mounch preservation techniques including jams, pickles, syrups, and fermented items.
- Facilitated training sessions on good manufacturing practices (GMP), personal hygiene, and household-level food safety.
- Developed training toolkits tailored to women cooperatives and food entrepreneurs.
- Oversaw scientific food safety projects for local and regional clients (FAO, UNIDO, ESCWA).
- Led awareness campaigns on shelf-life extension through proper sanitation and food packaging.

Operations Management

- Supervised daily company operations ensuring effective coordination between departments and consultants.
- Managed project timelines, deliverables, and client communication to ensure client satisfaction and high-quality outcomes.
- Developed and enforced SOPs to enhance operational efficiency and quality assurance.
- Supported business development through proposal writing, market analysis, and stakeholder engagement.

Training & Capacity Building

- Designed and delivered workshops and training in HACCP, ISO standards, food safety, and risk-based approaches for both public and private stakeholders.
- Mentored junior staff, interns, and collaborators in scientific and project management competencies.

Administrative & Strategic Support

- Assisted the CEO and board in strategic planning, reporting, and organizational performance reviews.
- Coordinated with the marketing team to enhance MEFOSA's visibility across social media and digital platforms.

MEFOSA | Trading and Sales Manager

January 2023 – December 2024

Trading & Technical, Institutional Sales & Tendering Department

Identify Suppliers, institutions, and customers related to biotechnology, Lab equipment, Biologics, and medical devices.

- Spearhead procurement processes for strategic sourcing, sourcing over 15 suppliers for biotechnology, lab equipment, and medical devices. Coordinate and introduce key performance indicators for supplier evaluation.
- Negotiate supplier contracts, achieving cost reduction while maintaining quality standards.

- Manage logistics operations (up to 50 operations per year), ensuring smooth delivery and customs clearance for shipments across Lebanon and GCC.
- Develop comprehensive sales plans and evaluate market potentials in Lebanon and GCC (DUBAI; KSA) resulting in market growth of 20% in GCC.
- Monitoring the sales techniques and performance of the sales team in selling technical services. Oversee all aspects of the sales process, from initial contact to closing deals and everything in between.
- Lead a team of 4 technical sales specialists (between office and field) and ensure that the team delivers compelling technical presentations that drive sales.
- Manage and coordinate submission of tenders (RFQ/RFP) and expression of interests for non-governmental organizations, laboratories of ministries, and universities in Lebanon and GCC.

Present sales, revenue, and expense reports to management teams.

- Identify new resellers in GCC to expand the company's sales market.
- Initiate distributorship agreements with suppliers and MoU with resellers in GCC.
- Utilize CRM software to track customer data and sales activity, allowing for better forecasting and reporting.
- Maintain technical knowledge by attending educational workshops, seminars, exhibitions, trade shows, and telemarketing events.

MEFOSA | “Institutional Sales and Tendering Coordinator”

March 2021 – December 2022

Bid management

- Identified Bids (RFQ/RFP) for Non- Governmental Organizations, Laboratories of Ministries, and Universities.
- Managed and coordinated submission of tenders (RFQ/RFP) and expression of interests for non-governmental organizations, laboratories of ministries, and universities in Lebanon and GCC.
- Used project management skills to develop a compelling proposal that will meet the requirements and produce a pricing structure with a competitive price/quality ratio that will win the bid as well as produce a profit by the end of the project.
- Filled our technical data – match and fill the Project Specification sheets and Requirements.
- Managed and negotiated purchase orders, contract terms, and pricing.
- Sourcing and engaging reliable suppliers for bids.
- Successfully managed the implementation of over 20 organizational projects, including:
 - a. Molecular Diagnostics: ELISA; RT-PCR Testing Kits - Collaborated with prestigious institutions such as AUB, LAU, and USJ.
 - b. Laboratory Equipment for Animal/Plant Quarantine Center at Beirut Port - Partnered with the World Food Program (WFP) to equip the Animal/Plant Quarantine Center at Beirut Port.

- c. Water Meters and Quality Consumables - Supported OXFAM-GB and Action Against Hunger by providing essential consumables for water quality testing, ensuring safe water in vulnerable communities.
- d. Treating Drinking Water by Chlorine Tablets - Collaborated with WFP to distribute and implement chlorine tablet-based water treatment solutions, addressing critical water sanitation needs.
- e. Chlorine Testing Tools and Kits - Assisted UNRWA by providing chlorine testing tools and kits, promoting water safety in refugee camps.

Application Specialist

- Learned about ISO 17025 and regulatory affairs.
- Managed customer education and training programs for resellers and sales representatives.
- Introduced and provided Demo of new products to the end users.
- Prepared sales quotations for customers.
- Created Scientific and Marketing content for training, Social Media applications, and flyers.

American University of Beirut | Research Assistant

February 2019 – March 2020

Experience in the research field, in the Department of Experimental Pathology, Immunology and Microbiology at the Faculty of Medicine with a main interest in the inhibitory effect of actinomycete extracts on the lytic cycle of Epstein - Barr virus, treatment development for EBV patients.

- Gained Experience in Applied Molecular Assays such as Real-time PCR Workflow, DNA/RNA extraction, NGS, cDNA synthesis, Cellular culture (primary and continuous cancerous cells), Protein assays such as western blot and ELISA, Microbiology techniques such as bacterial culturing, In vivo Model experimental work on Mice, and specimen handling.
- Performed needed laboratory techniques for planned experiments and getting results.
- Analyzed statistically the results using Excel, SPSS, and Graph Pad Prism.
- Drafted scientific papers (articles), and grants proposal for new projects.
- Trained new students on Laboratory Techniques.

Nasa Lift | “Part-time Sales and Services”

January 2017 - January 2019

- Processed customer’s requests and invoiced sales orders based on the price list.
- Managed contract terms.
- Managed social media.

Education

Grenoble Alpes University, Master's Degree in Biotechnology **September 2019**

Major: Biotechnology, Health Engineering, molecular biology techniques, biomarkers, Invitro Diagnostics, etc.

Lebanese University, Master's Degree in Molecular Diagnostics **September 2019**

Major: Cellular genetics, genetic diseases, sequencing, molecular diagnostic techniques, immunology, immune therapy, and cancerology.

Lebanese University, Bachelor's degree in Biochemistry **September 2017**

Skills & abilities

- Practical knowledge and familiarity with ISO 22000 (food safety), ISO 9001 (quality management), and ISO 17025 (laboratory competence) standards.
- Procurement and Negotiation
- Project Management
- Budgeting
- Leadership
- Customer service
- Teamwork
- Microsoft Office (Excel, PowerPoint, outlook)
- Communication and Presentation
- Molecular Biology Techniques and Biotechnology
- Supply Chain
- SPSS
- CRM

Achievements

- Organized trainings on how to use equipment for testing quality during Mounneh preparation
- Trained employees on Basic Food safety handling and hygiene Monitoring in multiple hospitals and restaurants.
- Organized a workshop on **Regulatory Compliance and Food Traceability for Food Exports to the EU** at FI Africa 2025.
- Coordinated a panel discussion in collaboration with **UNIDO**, titled “*Food Processing – Unlocking the Hidden Middle: Food Processing as a Key to Food Security*”, under the main theme of *Food Safety and Security* at FI Africa and ProPak MENA 2025.
- Implemented a project with **FAO** for **effluent testing of two constructed wetlands** (wastewater samples).

- Executed a **water sampling and testing project** in North Lebanon in collaboration with the **René Moawad Foundation**.
- Organized a workshop on **Food Exports to the GCC and KSA** at FI Africa 2024.
- Implemented Gap assessments for multiple industries (example: J.N.E juices, crown, etc.)

Certification

Laboratory animal care training from American University of Beirut

Participation in the advanced course on Biomarkers in molecular and immuno-oncology from Science PRO

Attendance of Rwandan German FoodTec Webinar II Advances in Food Technology from RFS

Participation in the Advanced Course on Molecular Biomarkers in Hematology from Science PRO

HACCP level 1 from MEFOSA

Introduction to Proposal and Report Writing online course from Humanitarian Leadership Academy

Completion of training in social media entrepreneurship as part of the Generation Unlimited Youth challenge from Injaz-Lebanon

Self-awareness: Emotional intelligence online course from Humanitarian Leadership Academy

Procurement Cycle (Bids and Grants mechanism) online course from Humanitarian Leadership Academy

[Field Transport and Distribution module, part of the logistics pathway online course from Humanitarian Leadership Academy](#)