

Diala Nahas

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EDUCATION

American University of Beirut, Bachelor of Business Administration (BBA)

June 2024

- Honors: Dean's Honor List (Spring 2022, Spring 2024)
- Memberships: Business Student Society (BSS), AUB Consulting Club (AUBCC)

LWIS-City International School, International Baccalaureate Bilingual Diploma Program

June 2021

- Honors: Distinction

EXPERIENCE

Bricks Kuwait – Business Development Associate

June 2025 – Present

- Leading client acquisition efforts and proposal development across production and strategy services, contributing to successful partnerships with regional and local brands.
- Coordinating cross-functional teams to align on project scopes, timelines, and deliverables, ensuring seamless communication between clients and leads.

Blackmont Consulting

- **Project Manager**

April 2025 – June 2025

- Promoted to leading the project where my role includes the design and implementation of a scalable, student-first hiring mechanism to improve talent matching.
- Managing cross-functional collaboration, platform research, and client meetings to align solutions with stakeholder needs and deliver measurable results.

- **Business Consultant**

December 2024 – April 2025

- Worked as a consultant on a project to optimize HR processes, marketing strategies, and operational efficiency to enhance the client's mission of connecting 2.8 million UK students with work opportunities.
- Supporting digital transformation, strategic partnerships, and fundraising efforts to help the organization reach its goals in allowing startups and businesses to access skilled, budget-friendly talent while providing students with valuable experience.

American University of Beirut – Entrepreneurship Competition Participant – Winner

September 2023 – December 2023

- Developed a start-up "Bloom", serving 500+ athletes with nutritious products, overseeing product design and logistics, and implementing digital marketing strategies, resulting in 30% increase in engagement and 20% increase in sales within first month.
- Delivered pitch that secured 1st place out of 18 teams, demonstrating 30% increase in online orders within first month.

International Timber Company (ITCO) – Supply Chain Intern

June 2023 – August 2023

- Performed detailed analysis on stock data, generating 25+ reports, improving inventory management by 20%.
- Spearheaded sales automation project in KSA, translating and categorizing 300+ product items, resulting in 15% reduction in order processing time.

EXTRACURRICULAR ACTIVITIES

IEEE x BSS Donations for Earthquake Victims – Co-organizer

February 2023

- Led fundraising campaign across campus, coordinating with 10+ volunteers and raising \$5,000 for earthquake relief efforts, surpassing initial goal by 25%.

Lyne Ghandour Dance Academy – Volunteer

Sep 2019 – May 2020

- Joined the 'Down to Dance' campaign in collaboration with a team of volunteers that aimed to encourage individuals with special needs to feel more integrated into society on a weekly basis.

ADDITIONAL

Skills: Business Development | Communication | Teamwork | MS Office | Industry Analysis | Public Speaking | Project Management

Languages: Arabic (native) | English (native) | Turkish (intermediate) | French (beginner)

Interests: Tennis | Volunteering | Social Impact | Entrepreneurship | Innovation