

Isam Zayyat

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Education

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|---|------------------------|
| American University of Beirut (AUB) Beirut, Lebanon | Aug. 2024 – Present |
| <i>MBA – Master of Business Administration, CGPA 4.07/4.0</i> | |
| • Graduate Assistant: (Business Finance “FINA 201” course revamp) | |
| New York University (NYU) New York, USA | Aug. 2025 – Dec. 2025 |
| <i>MBA – Exchange Program</i> | |
| Arizona State University (ASU) Arizona, USA | Jan. 2020 - June 2022 |
| <i>Master’s Degree in Engineering Management, CGPA: 3.83/4.0</i> | |
| Beirut Arab University (BAU) Beirut, Lebanon | Sept. 2013 - June 2018 |
| <i>Bachelor’s Degree in Mechanical Engineering, CGPA: 3.4/4.0</i> | |

Experience

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|---|-----------------------|
| Johnson Controls | Aug. 2024 – Aug. 2025 |
| <i>Consulting Sales Engineer Building Efficiency</i> | |
| • Restored relationships with key contractors, reviving JCI’s presence in Lebanon and accelerating post-COVID market re-entry. | |
| • Regained 6 major clients, and secured 9+ new projects, contributing directly to business recovery and market share expansion. | |
| • Developed feasibility studies using energy consumption modeling, enabling data-driven upgrades and increasing solution adoption rates. | |
| • Collaborated with engineering teams to customize system designs, improving proposal win rates and ensuring technical alignment. | |
| Oxygen (Non-profit Educational Center) | Aug. 2022 – Present |
| <i>Co-Founder</i> | |
| • Co-founded and scaled Oxygen, transforming a street-based initiative into a fully operating education center serving 200+ children. | |
| • Raised \$50K+ in donations by cultivating partnerships with major NGOs and humanitarian organizations. | |
| • Designed needs assessment frameworks and educational programs, improving learning outcomes and engagement. | |
| • Managed recruitment, finances, and donor reporting, ensuring operational transparency and sustainability. | |
| Debbas Systems (Johnson Controls Partner) | July 2022 – July 2024 |
| <i>Automation Sales Engineer Building Automation & Controls</i> | |
| • Co-led the acquisition and delivery of major BMS projects using Metasys®, KNX, and energy/water metering technologies. | |
| • Supported a cross-functional team of 9 to implement sustainable automation solutions tailored to client specifications. | |
| • Managed the full opportunity pipeline and delivered monthly insights to leadership. | |
| • Analyzed market and technology trends in building automation, advising management on portfolio enhancements and new product opportunities. | |
| • Delivered technical presentations and live product demos to clients, improving solution understanding and increasing win probability. | |
| • Designed cost-effective home automation solutions aligned with clients’ budget, system requirements, and technical constraints. | |
| Budepro | Mar. 2019 – June 2022 |
| <i>Electro-Mechanical Project Engineer Water Management & Treatment</i> | |
| • Led the execution of 10+ water and wastewater treatment projects across multiple Lebanese cities, ensuring delivery within scope, budget, and compliance. | |
| • Redesigned warehouse workflows and built Excel-based inventory tracking tools, improving operational efficiency by 80%. | |
| • Built and enforced a preventive maintenance program for 10+ pumping stations, reducing downtime by 70%. | |
| • Trained and supervised 40+ operators on pumping station operations, improving system reliability and workforce capability. | |
| • Coordinated with contractors, suppliers, and municipal authorities to ensure smooth logistics and technical alignment throughout project phases. | |

Awards & Scholarships

- Bobst Scholarship; AUB x NYU MBA Program
- Full Scholarship; Abdulla Al Ghurair Foundation for Education (ASU)
- Full Scholarship; Association for Specialization and Scientific Guidance (BAU)
- Ranked 5th in the Mechanical Engineering Department – Spring 2015 (BAU)

Extra-Curricular Activities

- Member at AUB Consulting Club
- Lifetime Member at NYU Stern Real Estate Club
- Alumnus, McKinsey Forward Program
- Former Volunteer Tutor with UPchieve, where I provided online academic support to low-income students across the U.S
- Former Red Cross Youth Volunteer at Beirut Arab University, helping with community and humanitarian efforts

Skills & Certifications

- Lean Six Sigma Black Belt Certificate by ASU
- Financial and Valuation Modeling Certificate by WSP