

Isam Zayyat

Beirut, Lebanon | imz03@mail.aub.edu | +961 81 909001 | [LinkedIn](#)

Education

American University of Beirut (AUB) | Beirut, Lebanon

Aug. 2024 – Present

MBA – Master of Business Administration, CGPA 4.07/4.0

- Graduate Assistant: (Business Finance “FINA 201” course revamp)

New York University (NYU) | New York, USA

Aug. 2025 – Dec. 2025

MBA – Exchange Program

Arizona State University (ASU) | Arizona, USA

Jan. 2020 - June 2022

Master's Degree in Engineering Management, CGPA: 3.83/4.0

Beirut Arab University (BAU) | Beirut, Lebanon

Sept. 2013 - June 2018

Bachelor's Degree in Mechanical Engineering, CGPA: 3.4/4.0

Experience

Johnson Controls

Aug. 2024 – Aug. 2025

Consulting Sales Engineer | Building Efficiency

- 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

Co-Founder

- 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

Automation Sales Engineer | Building Automation & Controls

- 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

Electro-Mechanical Project Engineer | Water Management & Treatment

- 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.
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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)
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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
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Skills & Certifications

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