

# Adonis Narsh

Market Expansion & Strategy Consultant | Business Development, GTM & Partnerships | GCC and MENA  
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## PROFESSIONAL EXPERIENCE

**Independent Consultant – Market Expansion and Strategy** **Jan. 2025 – Present**

- Drove market expansion and business development across consulting, digital marketing, and sports-tech.
- Conducted sectoral and labor market analyses in Syria and Lebanon, delivering policy recommendations.
- Designed a 3-year strategy and governance roadmap, aligning private, academia, and public stakeholders.

**Voltek – Sustainable mobility and EV charging solutions provider** **Beirut, Lebanon**  
**Business Development and Growth Manager** **Nov. 2022 – Aug. 2023**

- Executed market entry and channel growth initiatives, increasing sales conversion by 12.5% within 6 months.
- Optimized go-to-market execution and sales processes, reducing lead conversion time by 20%.
- Implemented and operationalized a CRM to improve pipeline visibility, sales efficiency, and customer retention.

**Euro Mechanical – Leading provider of services to the UAE’s energy sector** **Abu Dhabi, UAE**  
**Business Development Executive** **Aug. 2020 – Oct. 2022**

- Managed business development and partner management activities across the UAE energy sector.
- Expanded a 29-partner portfolio by onboarding 20 new firms to strengthen deal flow and market coverage.
- Secured 6 partnerships and 4 ADNOC contracts, driving 25% revenue growth and a 3.3% ICV increase.

**Senior Operations and Contracts Engineer** **Feb. 2019 – Aug. 2020**

- Administered USD 70.8M in contracts and USD 52.4M in procurement with full compliance.
- Improved supply chain and contractual processes, reducing procurement lead times by 15%.

**Trust Delivery – E-commerce logistics and local delivery solutions company** **Beirut, Lebanon**  
**Co-founder and Business Developer** **Sept. 2017 – Aug. 2022**

- Co-founded and scaled Lebanon’s second-largest delivery company to 8 branches and 130+ staff.
- Established a portfolio of 1,200+ B2B clients and supporting daily fulfillment of 3,500+ orders.
- Implemented performance and reporting systems to optimize costs and support commercial decisions.

## EDUCATION

**EDHEC Business School** **Lille, France**  
**Master of Science (MSc) in Strategy, Organization and Consulting** **Sept. 2023 – Jan. 2025**

- Winner, Strategic Foresight Competition (Future of Wellbeing & Nutrition Program).

**American University of Beirut (AUB)** **Beirut, Lebanon**  
**Master of Business Administration (MBA)** **Sept. 2020 – Jun. 2022**

- GPA: 4.0/4.0 | Beta Gamma Sigma Honor Society (Top 10% of Class).

**Beirut Arab University (BAU)** **Beirut, Lebanon**  
**Bachelor’s Degree in Petroleum Engineering** **Sept. 2014 – Jun. 2018**

- Led ADIPEC Student Chapter to 4th place globally in 2016; mentored 2017 team to 1st place.

## LEADERSHIP AND SKILLS

**Scouting Leadership:** Globally certified Leader since 2001; trained youth in leadership, discipline, and civic engagement.

**Core Skills:** Business Development, Market Entry and Expansion, Strategic Partnerships, Go-to-Market Execution, Pipeline Development, Stakeholder Management, Competitive Analysis, Strategic Foresight, Contract Negotiation, Partner Onboarding, Revenue Growth, Sales Process Optimization, Commercial Strategy Execution.

**Tools:** Microsoft Office (Excel, PowerPoint, Word), Microsoft Dynamics 365, CRM and Pipeline Management.

**Languages:** Arabic (Native), English (Fluent), French (Basic).