

Hasan Fakih

Business Development & Strategic Growth | Client Solutions | AI/Technology Partnerships

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PROFESSIONAL SUMMARY

Strategic Business Development professional with 6+ years of proven experience identifying market opportunities, building strategic partnerships, and driving revenue growth across MENA and Africa. Expertise spans client relationship management, market research, proposal development, vendor/partner negotiations, and account expansion. Track record of successfully managing 25+ client and partner relationships, delivering \$35K-\$120K+ in annual value, and achieving 100% project delivery success rate. Trilingual professional (English, Arabic, French) with deep understanding of regional business dynamics, cross-cultural negotiation, and emerging technology solutions including AI and automation. Seeking Business Development role where I can identify high-value opportunities, cultivate strategic partnerships, and drive competitive advantage for technology-forward organizations.

CORE COMPETENCIES

Client Relationship Management • Business Development Strategy • Opportunity Identification & Analysis • Strategic Partnership Building • Proposal Development & Pitching • Account Growth & Expansion • Market Research & Competitive Analysis • Vendor Negotiation • Revenue & P&L Management • Stakeholder Communication • Process Improvement • Technology Solutions Assessment • Cross-Cultural Business • MENA Market Expertise

PROFESSIONAL EXPERIENCE

Machinaria LLC | Project Coordinator & Client Solutions Specialist

April 2025 – Present | Beirut, Lebanon

- Source and establish strategic relationships with 25+ technical service providers and equipment suppliers, managing full partner onboarding lifecycle, performance monitoring, and quality assurance across 8-12 concurrent projects valued at \$150K-\$500K each
- Conduct comprehensive market research and competitive analysis for client projects, identifying service gaps and business opportunities that led to 18% average cost reduction through strategic partner selection and negotiation
- Develop detailed project proposals, cost analyses, and business cases for clients, translating technical requirements into clear business solutions; achieved 100% project delivery success rate and zero cost overruns through proactive stakeholder communication
- Build and maintain long-term client relationships through structured post-project follow-ups, performance reviews, and identifying expansion opportunities; resulted in repeat business and organic account growth across client base
- Manage complex vendor/partner negotiations and contract terms with 25+ suppliers, securing favorable pricing, service level agreements, and performance guarantees; maintained 97% on-time delivery rate and 100% regulatory compliance
- Identify process inefficiencies and propose optimization strategies that reduced project timelines by 22% and improved client satisfaction through streamlined vendor coordination and integrated supply chain planning

Hotel Quatre Session | General Director & Business Operations

May 2022 – December 2024 | Central African Republic

- Managed 12+ strategic supplier and vendor relationships for F&B and equipment operations, negotiating contracts and payment terms that generated \$120K+ in annual cost savings while maintaining quality and service standards
- Identified and implemented operational efficiency opportunities including just-in-time inventory strategy and vendor consolidation, reducing waste by 24% and improving cash flow while maintaining superior service quality
- Directed international import operations and vendor sourcing for food, beverage, and mechanical equipment, managing customs clearance, regulatory compliance, and logistics coordination; achieved 100% compliance and reduced processing time by 5 business days
- Owned P&L and budget management for \$500K+ annual revenue operation, tracking vendor performance metrics, analyzing cost structures, and identifying underperforming partnerships for renegotiation or replacement
- Built and optimized supplier network in competitive landscape, conducting market research, benchmarking pricing, and consolidating vendors to improve margins while maintaining service levels; achieved \$35K in annual inventory holding cost reduction
- Led full hotel operations including guest experience management, team supervision (15+ staff), maintenance coordination, and cross-departmental logistics; demonstrated ability to make independent executive decisions under pressure

- Reduced shrinkage from 8.5% to 2.1% through strategic vendor collaboration on product quality and implemented systematic operational procedures

Terre Beirut | Team Leader

February 2021 – March 2022 | Beirut, Lebanon

- Led cross-departmental resource coordination and vendor management across 35-person team, ensuring efficient operations and identifying cost optimization opportunities that reduced spend by \$15K quarterly
- Managed budget and procurement decisions across 5 departments, negotiating with suppliers and identifying efficiency improvements in vendor partnerships
- Trained and supervised team members on service protocols and operational procedures, ensuring consistent quality delivery

Jouris Bar | Manager & Business Operations

February 2020 – December 2020 | Beirut, Lebanon

- Conducted competitive bidding process and negotiated contracts with 15+ beverage and food vendors, securing 16% COGS reduction and \$28K in annual savings through strategic sourcing and volume commitments
- Managed business relationships and account performance tracking across vendor network, analyzing supplier metrics and identifying underperforming partners for replacement or renegotiation
- Optimized inventory and vendor relationships to improve cash flow and reduce shrinkage from 8.5% to 2.1% through process improvements and vendor quality assurance protocols
- Owned P&L responsibility for \$500K+ annual revenue operation, making strategic decisions on vendor performance, pricing, and partnerships based on financial analysis and market conditions

KEY ACHIEVEMENTS & BUSINESS IMPACT

- Successfully identified and negotiated with 25+ strategic partners/vendors, establishing relationships that delivered \$35K-\$120K+ in annual cost savings and improved service delivery
- Developed and presented 100+ project proposals to clients, achieving 100% project delivery success rate and zero budget overruns through proactive communication and vendor management
- Built and managed high-performing vendor networks across multiple industries, maintaining 97%+ on-time delivery and 100% regulatory compliance
- Demonstrated ability to operate in challenging international environments (Central Africa) with limited resources, showcasing resilience and cross-cultural business acumen
- Conducted market research and opportunity analysis resulting in 18% average cost reductions through competitive sourcing and strategic partner selection

EDUCATION

Lebanese International University (LIU)

Bachelor's Degree – Business Management | June 2021

SKILLS & CERTIFICATIONS

Technical Tools: MS Excel (Advanced - pivot tables, formulas, data analysis), Google Analytics, CRM Systems (HubSpot, GoHighLevel familiarity), Project Management Software (ClickUp, Notion), Proposal Development, Data Analysis & Reporting, AI Tools (Claude, ChatGPT)

Languages: Fluent in English & Arabic (native speaker) • Mid-level French

Certifications: Google Digital Marketing Certificate (Completion ID: 221627437) - November 2023

ADDITIONAL INFORMATION

MENA Region Expertise: Native to Lebanon with deep understanding of regional business practices, cultural nuances, vendor landscape, and market dynamics across Middle East & North Africa. Experience operating in challenging environments demonstrates adaptability and resilience.

Trilingual Communication: Fluent English and Arabic with mid-level French enables effective client and vendor communication, negotiation, and relationship building across diverse business environments.

International Business Experience: Proven ability to navigate international operations, vendor relationships, customs and regulatory requirements, and cultural nuances across multiple countries and regions including Lebanon, Central Africa, and MENA.

Technology & AI Interest: Active user of AI and automation tools including Claude and ChatGPT for productivity. Deep interest in AI-driven business solutions, digital transformation, and emerging technologies. Able to translate technical solutions into business value for clients and stakeholders.