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American/Lebanese

OBJECTIVE

Looking for a position where I can develop management skills within a dynamic environment by utilizing both my experience in business and creative ability to problem solving.

EDUCATION

- Jan 2018 – Jul 2018** **Thomson Reuters Eikon Platform Researcher**
Research on this platform: Market Research, Industry Trends, Industry and Market reports, Financial reports
Country Economic indicators, Company Overview and reports
- Nov 2017 – Dec 2017** **Anthony Rizk Certified Life Coach Program –Beirut, Lebanon**
Certificate from The National Federation of
NLP Certificate from The Behavioral
Coaching Institute Certificate from The
International Coaching Council
Certificate of membership in The National Federation of NLP
- Sep 2012 – Jul 2016** **American University of Beirut – Beirut, Lebanon**
Bachelor of Arts (BA) in Economics
- Sep 1998 – Jun 2012** **College Protestant Français – Beirut, Lebanon**
French Economic Baccalaureate, Economics

WORK EXPERIENCE

- Jan 2018 – Present** **UK Lebanon Tech Hub – Beirut, Lebanon**
Venture Strategy Associate
 - Managing startups accounts while giving guidance on different aspects of their business.
 - Making sure deliverables, such as marketing plan, financial model and wireframes are prepared and reviewing them to tackle bottlenecks.
 - Conducting market research to find trends and study the overall growth and direction of the different industries for each startup.
 - Preparing a competitive intelligence report tailored for each startup based on different functionalities and data needed.
- Jan 2015 –Present** **Spoke Mobile Application – Beirut, Lebanon**
Co-Founder and Consultant
 - Assembling a complete technical team of programmers to develop an in-house fully functional platform.
 - Preparing and planning a marketing campaign after carefully studying the targeted users.
 - Carrying out a research on trends in the mobile application industry and using the findings in the design and interface of the app while taking into consideration the whole user experience.
 - Creating analytical strategies and different approaches on tackling the target market.
 - Coming up with different monetization strategies as part of the business development of the startup.
- Oct 2016 – Feb 2017** **Deloitte – Beirut, Lebanon**
Strategy & Technology Consulting Intern
 - Developed a series of detailed analysis for every recommendation proposed and presented the findings.
 - Conducted extensive market research to identify the major growth trends and best-practice models within the smart government software solution industry and aligned the findings with the UAE's 2021 innovation strategy.
 - Developed a benchmark based on selected qualitative and quantitative metrics and used it to screen through a list of software solutions for the Telecom regulatory body in the UAE.
- Jun 2014 – Jan 2015** **TickTalk Mobile Application – Beirut, Lebanon**
CEO and Founder
 - Created the idea of the application along with its user interface and features.
 - Gathered resources to hire developers and used connections to reach award winning graphic designers to take this platform from concept to a ready to launch application.
 - Followed up on a weekly basis with the different teams.

WORKSHOPS AND COMPETITIONS

- Feb 2015 – Jun 2015** **Bader Young Entrepreneur workshops and finalist in the program – Beirut, Lebanon**
 - Attended workshops over the course of twelve weeks to learn the different characteristics that a startup is judged upon including value proposition, business model canvas and pitching an idea in two minutes.
 - Exposed in front of judges from investors, representatives from the World Bank in London and other prominent figures from different programs.

Jan 2015 – Jun 2015

Darwazah Competition – Beirut, Lebanon

- Attended workshops focusing on the business model, the do's and don'ts of startups, the financial statements, pitching sessions, and trainings.
- Went through different stages to get to the final round and pitched in front of judges from professionals in the field of startups.

March 17 – 19, 2015

ArabNet Lebanon – Beirut, Lebanon

- Exposure with over two hundred attendees with over twenty judges.
- Won second place out of two hundred startups.

MEMBERSHIPS

- **Champs Fund NGO:** Part of the Champs fund NGO, the Hicham El Hage Program for “Young Hearts and Athletes Health”, a charitable fund at the American University of Beirut Medical Center and volunteered in events on the American University of Beirut campus.
- **AUB Outdoors:** An active member in the food and construction teams; participated in organizing the outdoors event at AUB.

SKILLS SUMMARY

- **Languages:** Fluent in writing and speaking English, Arabic, and French. Beginner in Spanish.
- **Computer Skills:** Fluent in Excel, Office, PowerPoint, Google Drive. Intermediate in Visio.
- **Soft Skills:** Negotiator, Communicator, Persistent, Critical Thinker, Creative and Creative Problem Solver.

INTERESTS AND HOBBIES

- **Basketball:** Represented Lebanon in worldwide tournaments and attended 20+Basketball camps with different professional coaches.
- **Athletic activities:** Surfing, MMA (Mixed martial arts) focus: Brazilian Jiu Jitsu, Running and Gym.

REFERENCES

Available upon request.