Citizenship: Canadian

Date of Birth: 08/14/1980

**Education**

**2001-2003 Georgetown University (School of Foreign Service), MA**

Concentration: Arab Studies.

**1998-2001 McGill University, BA**

Concentration: political science Honors degree.

**Work experience**

**Sep 2012- Sep 2017** Company: **OPTS**  **Business development**

*Outline*

Business development manager for OPTS an industrial component supplier in the Middle East. My job was to identify the next Middle Eastern market for the company to infiltrate, set up operation in the new country, and make sure that targets and objectives are met.

*Tasks*

* Pre-setup: Created a study of the different markets in the Middle East and identified the best market oq n the basis of opportunity and company strength. Determined the location and the setup of the new offices and warehouse in the new targeted market of Iraq.
* Setup: Established the legal framework of the company licnese and establishment in Iraq. Recruited a team of engineers and workers. Created logistic channels to import goods to Iraq and to distribute goods in Iraq. Hired an accounting team and setup the company procedures and accounting practices.
* Post-setup: Managed continued development of the company in Iraq. Continued HR work in hiring new employees to the rapidly expanding comp any. Set up and implemented company's first CRM system and oversaw the training of the employees on its use. Worked `on finding new suppliers and expanding product supplied range as per market demands. Worked on the expansion of the company and the set up of the new Basra and Baghdad branches.

Key Achievements:

* Setup a Million dollar sales business in Iraq in the second year of full operation.
* Maintained sales level in the face of severe economic downturn due to the fall of oil prices and the war against ISIS. While most foreign companies in Iraq closed shop, we adapted by shifting focus away from the oil sector towards the industrial, automotive and agricultural sector, diversifying sales and expanding sales team.
* Reduced operation costs by 20% in third year of Operation to help the company survive the downturn of the economy.

**Jan 2003- Jul 2012** Company: **Habib Djaroueh Investment Group**

**Managing Partner/ Buisness development**

*Outline*

Part owner and development manager of Habib Djaroueh Investment Company; The family has a diversified portfolio of investments such as Spare parts business, the importing of Agricultural machinery and tractors, Olive Oil bottling Plant, antique shop and real estate business. Responsibilities were to develop family investment portfolio in Syria, to invest in new segments where and when opportunities arose and to oversee the operations of the existing investments.

*Key Achievements*

* Started "Tracco for Agricultural Machinery"; A company that imports, distributes and services agricultural tractors from China. I started the company in 2008 and was able to expand its distribution and service centers to cover all the major cities in Syria. The company became the number one non-government importer of tractors to Syria
* Worked on the development of Habib Djaroueh spare parts company. Yearly profit increases of 15% were achieved by expanding product range and increasing customer base and maintaining low operation costs.
* Acted as a managing partner in "Zirtoon Olive oil" responsible for marketing and international sales. Expanded international sales to Canada, USA, Japan, China, UAE, Saudi Arabia, Egypt and many other markets.
* Oversaw real estate investments made by the Group in Syria and Dubai.

**Other Positions and activities**

* **Honorary Consul of Uruguay in Aleppo** **(2011-today).**
  + Job included discussing on regular basis, with Uruguayan Ambassador, ways to improve relations between the people of Uruguay and the people of Aleppo, the Syrian refugee issue and other issues.
  + Promoted Uruguay as an investment destination for Syrian businessmen.
  + Generated interest of Uruguay as a tourist travel destination.
  + Followed up with any administrative issues outstanding for Uruguayans in Syria.
* **Founding Member of JCI Syria, President for Aleppo Chapter 2005. Treasure of Aleppo Chapter 2006**
  + Organized the first career day in Aleppo. The event was hugely popular with students who had never experienced anything like it before. Due to its huge success and popularity the event has become a yearly occurrence.
  + Organized the first of its kind reading campaign in Aleppo.
  + Organized chapter twining with JCI Adana, and organized business matrix with JCI Turkey chapters.
  + Organized corporate Social responsibility seminar.
  + Started a debating club.
* **Founding Member of St Wartan Charity (2010-today)**
  + Made routine visits to the poor Christian communities of Aleppo to see their needs and demands.
  + Worked on using connections in society to help people in need find work, or get medical and financial aid when needed.
  + Organized fund raising parties that targeted the young of the society and managed the profits to support the families.
* **Founding Member of Aleppo Book Club (2008-2012)**:
  + Started one of the first book clubs in Aleppo where we met once a month and discussed all sorts of fictional, religious and historical books.

**Skills**

* Languages: English (fluent) Arabic (fluent) French (intermediate) Spanish (beginner)
* Good Knowledge of Microsoft office programs.
* Completed Public speaking training with Junior chamber International.
* Completed Marketing training with Syrian-European Business Center.