

MOUNIR H. YAKZAN

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EDUCATION

Massachusetts Institute of Technology, Cambridge, MA

Expected June 2015

Masters of Engineering in Logistics, Supply Chain Management Program.

American University of Beirut, Lebanon

June 2009

Bachelor of Computers and Communications Engineering.

Minors in Engineering Management and Mathematics.

Graduated with Honors. Cumulative GPA 88/100.

WORK EXPERIENCE

Square Logic

February 2013 - Present

Founder, Managing Director

- Won Harvard i-Lab Competition with an initiative to bring education through Apps to developing countries ("Ameba").
- Created a mobile software development company, aimed at developing gaming applications.
- Established the go to market strategy to localize applications in all regions.
- Designed pseudo-algorithms for the logic of the games.
- Designed and implemented QA processes to test software and catch exceptions for games.
- Partnered with Startup incubators in Lebanon to develop company strategy.
- Lead a team of four people to create and publish two games.
- Created a pipeline of projects to transition seamlessly after finishing each project.

Boston Scientific

October 2011 – July 2014

Product Manager, Middle East and North Africa

- Managed sales and marketing for three main divisions in North Africa and Lebanon.
- Set Sales, Marketing and Training objectives for distributors in North Africa and Lebanon.
- Negotiated sales deals with distributors and hospitals, prepared bidding documents for big tenders and ensured proper execution of tender agreements through strict inventory management and high quality of service.
- Prepared MENA 5-year plan for three divisions, including sales, operating expenses, marketing and new launches.
- Prepared and presented quarterly business reviews to Management to update on key performance indicators.
- Developed and presented trainings to distributors for marketing and sales strategies.
- Trained Health Care Professionals and distributors on products and procedures.
- Grew and strengthened market share in North Africa and Lebanon from 5% to 30%.
- Created and executed launch strategies for all divisions in North Africa.
- Awarded sales manager of the year for 2013, 60% growth over plan.
- Awarded President's Club for outstanding achievement in 2012, 88% growth over plan.

St. Jude Medical

Clinical Projects Leader

January 2010 – September 2011

- Responsible for running clinical studies related to implantable medical devices in the Middle East and Greece.
- Worked with Medical Doctors in Greece, Saudi Arabia, United Arab Emirates and Lebanon on developing abstracts for local clinical studies.
- Prepared the area for the International Clinical Studies and launched them in Saudi Arabia and Greece.
- Worked through tough deadlines to meet with International team's schedule.

Field Technical Engineer

August 2009 – December 2009

- Provide medical device related technical support for physicians in the Middle East and Greece.

ADDITIONAL

- **Languages:** Fluent in: Arabic, French and English. Moderate Spanish.
- **Computer Skills:** Java, C++, C#, Objective C/XCode, Access, Tableau.
- **Hobbies:** Cars, Astrophysics, Technology, Skiing, Swimming, Basketball and Travel.