Zyad El Jebbari

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EDUCATION

Massachusetts Institute of Technology (MIT), Cambridge, MA, USA   2014-2015
Master of Engineering in Logistics, Supply Chain Management Program
Legatum Center and MasterCard Foundation Fellow

Ecole Nationale Supérieure des Mines de Paris (Mines ParisTech), Paris, France   2007-2010
Master in Science and Executive Engineering

The University of Hong Kong (HKU), Hong Kong   2008
Exchange student in the Faculty of Engineering

'Lycée Du Parc'- Preparatory classes, Lyon, France   2005-2007
Prepared for the competitive entrance exams to the top series of French engineering schools

WORK EXPERIENCE

Ministry of Handicraft and Social Solidarity Economy, Rabat, Morocco   June 2014 to Present
Advisor to the Minister of Handicraft and Social Solidarity Economy

- Led a $7 million project to develop an integrated regional entrepreneurial cluster for artisans and help them access international markets through E-commerce in collaboration with the MIT Legatum Center and the UNIDO (United Nations Industrial Development Organization)
- Prepared the 2025 Ministry's national strategy which was presented to the Economic, Social and Environmental Council and received a $800 million budget for its implementation (three times the previous budget)
- Selected 8 times to prepare speeches and accompany the Minister on official visits

BMCE Capital, Casablanca, Morocco   January 2012 to June 2014
FX options trader

- Managed a market-making options book (personal profit of $12 million) and a proprietary trading book (personal profit of $1 million)
- Launched a new electronic trading platform and marketed the product with sales on client meetings, which improved the sales volume by 10% and the profits by 5% during the first year

MyCoupons.ma, Casablanca, Morocco   December 2010 to January 2012
Founder and Partner

- Created a company that enables businesses to increase their revenues by posting mobile coupons through a website by allowing customers to pay less and businesses to fill their loss of earnings
- Implemented a Minimum Viable Product ("MVP"), tracked customer behavior through A/B testing, and pivoted the company's strategy accordingly to increase brand recognition and Key Performance Indicators such as Bounce Rates and Conversion Rates
- Recruited and managed software developers and salespeople to accelerate the company's growth
- Marketed, pitched and successfully sold the concept to 40+ local businesses as well as 10+ big companies

Societe Generale CIB, London, UK   January 2011 to December 2011
Derivatives Structurer/Financial Engineer

- Priced and structured equity as well as cross-asset derivatives financial products to provide solutions for retail and institutional clients (personal profit of $500.000)
- Collaborated with traders, sales and risk managers to launch new hedging/investment products

ADDITIONAL

Extra-Curricular Activities: **General Secretary** of the Student Union (managed a $200.000 budget) and **Member of the Board** of the Moroccan Alumni Association (Created 'Intermines.ma' website)
Sport: Captain of the MinesParisTech's tennis team (2008) and ran the "Semi-Marathon of Marrakech" (2013)
Technical Skills: MS Office, VBA, R, JAVA, Maple, Bloomberg, Reuters, Tableau
Languages: fluent in English, French, Arabic and Spanish