

**Amine Mikati**

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Re: Business Development Analyst,

August 11<sup>th</sup>, 2020

It is with great enthusiasm that I am applying for the Business Development Analyst position at Li-cycle. As a recent graduate from the University of Toronto's Institute for Management & Innovation in the Master of Science in Sustainability Management (MScSM) program with approximately two years of professional working experience, I am passionate to join the Mississauga team to assist in closing the loop on Lithium-ion battery end-of-life.

During my time at Smart Automation Energy, I played several roles. For approximately nine months I worked as a sales engineer responsible for selling a unique smart controller. This role included generating leads through cold calls and on-site visits, presentation of the unique product and its benefits, scheduling energy audits for the team, and preparing proposals for clients. During this period, I generated over a dozen leads, and several sales. After the first nine months, I was assigned to a major retrofit project where I worked as an office support engineer mostly focused on the procurement of products. These experiences will enable me to build and maintain a robust pipeline for Sustainalytics and convert leads into sales.

During my master's degree, I continued developing my analytical skills through graduate-level projects. For example, during my capstone project, the team was tasked to identify key ESG issues for four Latin American countries and develop a strategy to incorporate them into Scotiabank's Sustainable Strategy. To complete this project, first we conducted background research on the four countries, including the top competing banks. Then, we identified key stake holders, conducted interviews, and analyzed the results. The outcome of the analysis was a strategic plan to leverage the unique opportunities identified in our project. This experience will assist me in developing strategies and implementing them to improve business development processes.

Beyond my technical analysis skills, I acquired valuable written communication skills through my work at Laszlo Energy Services. During my internship, I assisted in developing a handbook for renewable natural gas. This handbook included research that defined the topic, provided pros and cons based on other jurisdictions' experiences, successful case studies in Canada, North America and Europe, and a list of risks associated with renewable natural gas projects. With this combination of academic and professional research and analysis experience, I can be relied upon to communicate simply and effectively with colleagues and clients.

Through my experiences, I have continued honing my ability to work within multidisciplinary teams and with tight deadlines, as well as, polishing my oral communication skills. In a project at Smart Automation Energy, I interacted with diverse stakeholders, from project engineers to the CTO and CEO, requiring diplomacy and ability to craft strong questions to collect the information required for the project. Therefore, my communication and teamwork experience I am well equipped to present and interact with various stakeholders.

Thank you for taking the time to go through my application. I look forward to the possibility of working as part of the Li-cycle Team.