

## EDUCATION

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2016 – 2018	<b>RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS</b> Candidate for Master of Business Administration (MBA) degree, May 2018 Concentration: Finance VP Consulting Club <b>oOEM Strategy, GE Transportation – Action Learning Project (ALP), Spring 2017</b> <ul style="list-style-type: none"><li>• Conducted market research and interviews to identify opportunities in oOEM space for after sales services</li><li>• Performed analysis on market readiness and GE capabilities</li><li>• Recommended best target markets and potential revenue</li></ul>	<b>HOUSTON, TEXAS</b>
2003 – 2007	<b>AMERICAN UNIVERSITY OF BEIRUT</b> Bachelors of Engineering in Mechanical Engineering Elected to Students Representative Committee and secretary of Faculty of Engineering and Architecture	<b>BEIRUT, LEBANON</b>

## EXPERIENCE

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2010 – 2014	<b>INGERSOLL RAND</b> <b>Program Implementation Manager (2013–2014)</b> <ul style="list-style-type: none"><li>• Built ground-up strategy for solutions department covering Europe, Middle East, and India</li><li>• Commercialized newly-developed products and solutions across Europe achieving \$4 million revenue</li><li>• Led cross-border team of 12 to successfully launch three new products for multiple industries</li><li>• Trained 250+ sales leaders and executives on Consultative Selling doubling hit rate to 20%</li><li>• Collaborated with marketing and sales to analyze and build go-to-market strategy for turnkey solutions</li><li>• Established strong relations with key accounts dealing with D and C level executives</li><li>• Led cross-departmental change management initiatives to shift focus from products to solutions</li></ul> <b>Sales Productivity and Innovation Business Development Manager (2012–2013)</b> <ul style="list-style-type: none"><li>• Trained 50+ key account executives on targeted strategic selling enhancing top line margins by 2%</li><li>• Designed and implemented Strategic Opportunity Review process to grow owner-direct sales</li><li>• Established Sales Force Effectiveness program with HR to develop and grow sales force</li><li>• Assisted sales to close major deals (\$5+ million) in Poland and France</li><li>• Conducted account strategy reviews and evaluations to retain clients and increase revenue</li></ul> <b>Project Developer, Turnkey Solution Sales (2010–2012)</b> <ul style="list-style-type: none"><li>• Exceeded annual sales target by \$1.5 million, achieving growth of 50% for solutions department</li><li>• Developed business across Middle East and India specifically green solutions and thermal storage</li><li>• Secured sales of The Change Initiative LEED, world's most sustainable commercial building</li><li>• Secured sales of Al-Ain General Airport, a five-year recurring contract worth \$4 million</li></ul>	<b>BRUSSELS, BELGIUM</b>          <b>DUBAI, UNITED ARAB EMIRATES</b>
2008 – 2010	<b>ENERGY INTERNATIONAL CORPORATION</b> <b>System Sales Engineer</b> <ul style="list-style-type: none"><li>• Achieved \$2 million sales target during first year increasing productivity and market share</li><li>• Created and marketed new solutions for HVAC markets increasing market share</li><li>• Designed and sold ventilation systems for prestigious projects: Dubai Fountain, Sky Gardens, Tecom Tower</li></ul>	<b>DUBAI, UNITED ARAB EMIRATES</b>

## ADDITIONAL INFORMATION

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### Activities/Hobbies:

- Visited more than 40 countries and always willing to travel more
- Avid reader of Quantum Physics Theory, philosophy, and politics
- Soccer fan and player (team captain for three years)
- Biking, rock climbing, and skiing enthusiast and practitioner

Languages: Arabic (native), English (full professional proficiency)