

Najib Nassar

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EDUCATION

University of Michigan

Dearborn, Michigan

Certificate of Entrepreneurship

2018-2019

- Completed upper-level courses gaining skills such as market assessment, capital formation, business planning, effective communication, staffing, systems design, financial planning and operations management.
- Relevant coursework: B2B Marketing and Entrepreneurial Thinking and Behavior.
- Active member of the Financial Management Association.

Lebanese American University (LAU)

Beirut, Lebanon

Bachelor of Business Administration majoring in Management

2013-2017

- Relevant Coursework: Project Management, Human Resources Management, Organizational Behavior.
 - Understood the decision-making process involved in all business steps and how to implement them.
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Work & Leadership Experience

A to A Partners

Abidjan, Ivory Coast

Business consultant

June 2021- Present

- Collaboration with the EU, Janngo, and AfricInvest funds to help identify business issues utilizing SWOT analysis, market study, competitor analysis, and composing needed consulting based on the individual business needs.
- Composed details from research listed above into PowerPoint proposals for our clients.
- Composed and distributed surveys to clients and gathered data into presentable & easy to understand charts

Nour Al Hayat Company

Beirut, Lebanon

Assistant Manager

January 2020 - February 2021

- Prepared legal real estate documents such as deeds and lease agreements for tenants.
- Conflict resolution between tenants
- Inspect grounds, facilities and equipment routinely to determine the necessity of repairs or maintenance to meet specific standards.

Lancaster Hotel

Beirut, Lebanon

Business Development/Human Resources/Marketing Internship

June 2017- Aug 2017

- Rotated between the information and technology, marketing & HR departments.
- Prepared seasonal displays, designing store layout and item placement, driving sales for winter and summer seasons.
- Closely and continuously monitored product availability by conducting monthly & yearly inventory check and kept management team informed on stock status and issues.

Grant Thornton International

Beirut, Lebanon

Auditing Internship

July 2015

- Developed relationships with clients helping them to manage and assess tax complexities.
- Provided data on high-quality audit by examining financial records and carrying out audit tests.

Azadea Group Holding SAL

Beirut, Lebanon

Business Development Internship

May 2014- Aug 2014

- Conducted intensive research and feasibility studies of potential new brands to be acquired and prospective franchisor to support retail initiatives and presented data to the CEO.
 - Collected market intelligence on existing retail brands, competition, new concepts, segments and trends on both an international and a regional level.
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Skills & Interests

- **Languages:** Fluent in French, English & Arabic with moderate work experience in Spanish.
- **Computer skills:** Professional working proficiency in Microsoft Office (Excel, Word, PowerPoint).
- **Skills:** Organized, proactive, dedicated to work, quick learner, highly curious, team-work skills, results oriented.
- **Yale University-**
Attended several public speaking workshops, debates and lectures on leadership.