

Guy Jaoude

Business development Manager

Beirut, Lebanon

[View profile on Dweet](#)

Languages

- English
- Arabic
- French
- Danish

About

BRANDS WORKED WITH

- Aldar Consulting – Talal Abu-Ghazaleh Org. Associates Limited
- Deutsche Welthungerhilfe E. V.
- EI-Technologies
- Individual Self Starter
- KnowledgeView
- Path Solutions
- Wfd Westminster Foundation For Democracy

Experience



- Salesforce**
 EI-Technologies | Dec 2022 - Now
 Functional business analysis and requirements collection
 Salesforce application configuration and updates
- Business Development Manager**
 Wfd Westminster Foundation For Democracy | Oct 2022 - Dec 2022
 Conducting donor analysis and ensuring diversification
 Researching opportunities, directing market analyst and partner identification
 Engaging new partners and forming consortiums
 Developing bids and proposals as well as conducting quality assurance for other opportunities handled by regional teams
 Participating in programme design and development
 Ensuring compliance with WFD policies and processes and guiding colleagues on using business development tools and material
- Implementation Manager**
 Deutsche Welthungerhilfe E. V. | Dec 2021 - Sep 2022
 Assist the Head of Project to keep the WHH representation operational and with team coordination
 Participate in developing tools used for team and project management based on reviewing the business processes and adopting Saas products that can be used by colleagues working remotely or on the field.
 Manage relationships with local and national authorities, and Lebanese partners
 Organize project related activities ensuring project deliverables are completed within scope and budget
 Manage changes to the project scope, project schedule, develop detailed timeline to monitor and track progress
 Develop the technical expertise of partners by providing capacity building
 Support with the development of proposals (concept notes, project design, budgeting, contextualization, etc.)
 Attend conferences and working groups with local and international clusters representing WHH
- Business Development and Project Manager**
 Aldar Consulting – Talal Abu-Ghazaleh Org. Associates Limited | May 2012 - Nov 2021
 Project Management based on PRINCE 2 principles and methodology for HR organizational, financial, quality management and ICT consultancies:
 - o Developing work plans according to project scope and assigning tasks and deadlines to team members according to priorities
 - o Recruiting and allocation subject matter experts according to project needs and conducting regular follow up meetings and reporting
 - o Monitoring implementation and taking corrective measures by mitigating risks and latencies to maintain high efficiency and meet deadlines in line with allocated budgets
 - o Delivering progress reports and reviewing deliverables and other documentation for conformity before final submission
 - o Sample projects:
 - Development of the Touristic Plan for the city of Enfeh funded by UNDP

Lebanon 2021: The project includes the development of a brand identity, interactive website, and mobile apps

Referral Information Management System (RIMS) for the Danish Refugee Council 2020 – 2021: Website and CMS development

Design and Web Development of the Shabeb Act website for the British Council 2020: A platform for sharing articles and media created by NGOs and collecting feedback from users.

Reinforcement of the NSSF in Lebanon - EuropeAid 2016 – 2021: Development of the ICT, FMIS and archiving strategy

Developing the Quality Management Infrastructure for the Lebanese Petroleum Administration- EuropeAid 2019: development of policies and procedures for ICT, HR and Finance and Accounting.

Restructuring and training of the internal Audit department for the Lebanese Water Establishment –USAID 2019

Administrative Simplification for 4 Ministries in Lebanon funded by EuropeAid 2014 – 2018: Business process reengineering, workflow design and enhancement of procedures

Business development: Identifying and assessing business opportunities in the public and private sectors. for the following services: management consulting, organizational restructuring, financial management, ICT consulting, capacity building, training, and translation services.

Bid management: Developing Expressions of Interest, technical and financial proposals (identifying experts and partners, developing implementation methodologies and project budgets.)

Partner and donor relationship management with more than 50 international and local partners and donors resulting in the award of projects across Lebanon, Egypt, Jordan and the GCC. The partnerships generated new business opportunities with greater profits and overall revenue.

Induction and Training for new recruits: provided induction on company policies and procedures for new employees and technical training for staff on project management, bid management and ICT solutions of the group.

● Project Manager and IT Consultant

Individual Self Starter | Nov 2011 - Apr 2012

Developed IT infrastructure with disaster recovery for MSMEs and workflow management based on cloud solutions bringing down infrastructure and IT support costs.

Prepared ToRs for Web and Mobile application development projects assuring the most efficient solution are used using the most up to date technologies and digital trends.



● Project Manager and Operations Manager

KnowledgeView | Apr 2007 - Oct 2022

Project management: Optimization of communication with clients and software implementation projects focused on workflow management for print and digital including mobile, social media and web publishing: Successfully managed deployment at more than 20 sites.

Managed the support desk and deployment team of 10 engineers: Supervising and enhancing the operation of the team for proper software deployment and providing customer support and trainings for clients and partners on using and customizing the workflow management systems and publishing across digital and print platforms across the following countries: Lebanon, Jordan, Egypt Morocco, United Kingdom, Oman, Qatar, UAE, Bahrain, Kuwait and KSA.

Product Management: Participated in identifying and enhancing features for the solutions provided by the company by conducting interviews with stakeholders to collect business requirements to find innovative solutions.

Business processes: Assisted management in enhancing business processes according to the latest industry trends to optimize the mode of operation by adopting SaaS tools and systems to support collaboration

Participated in the development of the company communication strategy and organized quarterly user group meetings for customers and potential clients for discussing product enhancement and gathering new feature requests from first-hand users.

Delivered demos: and configured environments to be used by presales engineers in coordination with the sales team.



● System Engineer

Path Solutions | Sep 2006 - Mar 2007

Supported the deployment of banking systems remotely

- Developed backup processes between bank branches and the head office

- Worked with clients and business consultants on collecting business requirements