

SERGIO MOUKARZEL

| Leadership, Business Development, and Entrepreneurship Expert

| Project Management and Job Readiness Enthusiast

● Beirut, Lebanon

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OVERVIEW

Proactive Leadership, Business Development, and Entrepreneurship Expert as well as Project Management and Job Readiness Enthusiast with over 15 years of experience in youth skills-building activities and 7 years of experience in sales, business development, and entrepreneurship in Cyprus and the Middle East, with extensive knowledge in working with stakeholders and experts from various cultures and nationalities.

Succeeding in developing my social intelligence and critical thinking, made me understand people's specific needs and open to assisting any respectable organization that is results-driven and valorizes continuous improvement, and strategic relationships.

KEY

ACHIEVEMENTS

- Coached and mentored 20+ companies in different sectors on strategic planning and business development in 2019, 2020, and 2022.
- Coached and trained administrative staff, teachers, and students at Eastwood International School on Leadership, teamwork, decision making, and strategy in March and April 2022.
- Trained the staff of World Vision International on Strategic planning and governance in July 2022.
- Trained the administration and the staff of UCLAN University of Cyprus on business development and strategy development in September 2019 and September 2021.
- Jury member for GIMED aims at boosting the development of eco-innovative ventures to create employment and drive the green and circular economy in the Mediterranean. December 2021
- Mentored 9 teams in the Navigating Entrepreneurship Program funded by Konrad Adenauer Stiftung and implemented by Rural Entrepreneurs in March 2021.
- Trained 80+ members from the Access Alumni Association with access to a micro-scholarship program sponsored by the US Embassy and powered by AMIDEAST.
- Trained the youth on "Leadership" at the Qatar Leadership Conference for MUN 2019.
- Initiated Here We Grow – Business Series with the Patriarchal Center for Human Development and Empowerment and delivered a program on Business essentials for 24 Youth in Dec 2020
- Coached 45 Youth in 2020 as personal clients on their self-development
- Trained teams to prepare their pitches at the Hult Prize competition for LAU Jubeil in 2019
- Trained 2000+ youth across 20 groups on Leadership, Decision making, Self Esteem (2015-2020)
- Speaker - Eco Learn Summit –3-day personal and financial development to 300+ youth.
- Leading events: Yearly Organization of 7-day camps for over 80 members.
- Involved in organizing 4-day Festivities which attracted 2,000 people per day.
- Handled missions to provide food and supplies to less fortunate communities.
- TV Host – Charity TV (Programs for Inclusion of People with Disabilities).

**WORK
EXPERIENCE**

- Apps of our Lives – Program Creator and Host on Startupminute.co to help youth reach apps and tools that will enhance their tech skills.

BUSINESS DEVELOPMENT CONSULTANT AND COACH 06/2019 – Present
Saber Middle East Middle East & GCC Region

NGOs and Embassies: IRC, Solidarite Internationale, Mercy Corps, Oxfam International, US Embassy.

- Assist SMEs in numerous industries in growing and improving their businesses on multiple levels, such as management, sales, and employee performance, as well as making strategic business decisions.
- Advise company owners on how to survive, sustain, and grow their companies, as well as analyze business flaws and issues and recommend appropriate solutions.
- Train employees and team leaders on a structured set of activities to impart knowledge to them, such as Stress Management, Leadership, Emotional Intelligence, Conflict Resolution, and Priority Balancing, which results in an increase in job skills essential for organizational growth.
- Provide one-on-one and group coaching sessions by sharing experiences and expertise about certain topics or areas, demonstrating how to effectively handle different scenarios, and outlining the steps that should be taken when carrying out the task.

BUSINESS AND PEOPLE COACH, SPEAKER, AND TRAINER 02/2018 – Present
The John Maxwell Team for Coaching and Training
Cyprus, ME & GCC

The 6 major learning systems delivered: Leadership Gold, Put Your Dreams to the Test, Becoming a Person of Influence, 15 Laws of Invaluable Growth, How to be a R.E.A.L. Success, and Everyone Communicates Few Connect.

- Conduct preliminary analysis using questionnaires, surveys, and focus groups; identify learner requirements; and engage with stakeholders to design specific training goals and objectives.
- Provide training courses and assist in equipping teams and individuals with the tools they need for effective interpersonal communication at work.
- Monitor important performance indicators, generate progress reports, and constantly refine training approaches to get better results.

GLOBAL SERVICES COMPANY PARTNER 02/2015 – Present
Clase Mundial for Events Management Cyprus & Lebanon

- Participate in the whole entrepreneurial cycle to develop the firm from inception to delivery.
- Manage and lead a team of 5 key people responsible for Travel and Tourism, Religious and Civil Marriages in Cyprus, and Property / Facilities Management.

INSURANCE CONSULTANT 03/2013 – 05/2018
MetLife Insurance Beirut, Lebanon

- Performed daily cold calling and prospecting, as well as reporting daily and monthly actions and targets met to top management.
- Assessed the needs of individual and business clients to discover appropriate insurance packages such as life insurance, retirement plans, disability plans, and more.
- Analyzed major risks to determine acceptable payment levels.

NIGHT MANAGER AND AUDITOR
Acropolis Hotel

01/2012 – 12/2012
Beirut, Lebanon

EDUCATION NOTRE DAME UNIVERSITY (NDU) 2013
Bachelor's degree, International Business Management Lebanon

CERTIFICATIONS

- Associate Certified Meta-Coach (Meta-Coach Foundation International, NSW, Australia)
- Certified Leadership Coach (The John Maxwell Team, Orlando-Florida, USA)
- Certified Teacher (The John Maxwell Team, Orlando-Florida, USA)
- Certified Speaker (The John Maxwell Team, Orlando-Florida, USA)
- INLPTA Certified Coach (TREACLE Academy, UK)
- INLPTA Art & Science of Neuro Linguistic Programming Practitioner (TREACLE Academy, UK)
- Practitioner of NLP (American Board of NLP)
- Practitioner of Hypnosis (American Board of Hypnosis)
- Practitioner of TimeLine Therapy (Timeline Therapy Association)
- NLP Certified Coach (American Board of NLP)
- Certified Trainer for (IYAB) Improving your Agriculture Business program with the ILO (International Labor Organization)
- Certified Taekwondo Trainer from the Lebanese Taekwondo Federation since 2018

MEMBERSHIPS

- Member of a civil society organization since 1999. Elected as head of the organization from 2005 till 2011 and was responsible for over 80 members.
- Inter-Religious Dialogue Activist – Adyan Foundation.
- Head of the Coaching committee in Club Charite, Zouk Mikael: Holding 18 trophies and medals, awarded an "Estimation Shield" from the Lebanese Taekwondo Federation.
- Volunteer for "Mission de Vie" association: Assisted in the construction of the center in Adma.
- Consul Senior Consultant: Shaping a better and inclusive economic system, by helping leaders, companies, and cities discover their better selves by enabling them to become the difference

INTERESTS Always been interested in growing professionally so that I may advance in my career and stay up to speed on the newest leadership, business, and people development trends.

SKILLS Project management, project leadership, sales, business development, and entrepreneurship, high level of accuracy, interpersonal communication, persuasion, negotiation, conflict resolution, social intelligence, analytical skills, decision-making, active listening, time management, task management, activities development, problem-solving, and Microsoft office.

LANGUAGES English (*Full Professional Proficiency*), French (*Professional Working Proficiency*), Arabic (*Native Language*)