

**PROFESSIONAL EXPERIENCE**

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**2017-Present Co-Founder, CryoCollect - Paris, France***CryoCollect, start-up I co-founded, specializing in innovative and energy efficient processes***Market Research**

- Headed the development of CryoCollect's strategic positioning in the multibillion post-treatment biogas niche market, through the creation of a segmentation study of the French market.
- Designed, constructed and marketed a first of its kind, €1M biogas purification process for 5 clients.

**Problem Solving**

- Developed a new machine capable of eliminating up to 100% of Gas losses in LNG carriers for GTT (World leader in LNG containment systems). Project completed within ½ the expected time. Currently prototyping the design.
- Proposed additional project phases and persuaded GTT to continue partnering with CryoCollect.

**Relationship Management**

- Won the call for tenders and delivered a study to help Tanmia, a Middle Eastern company, with urgent strategic decision-making on a \$1M project. Client is in the process of implementing suggested changes.

**2012-2017 Research Engineer - Centre for Energy Efficiency of Systems (CES) - Paris, France***CES, centre specializing in energy efficient buildings, vehicles and industrial processes***Teamwork**

- Partnered with Air Liquide's team to optimize an integrated absorption column in the RECTISOL cycle. Achieved potential cost savings of €105M/year through CAPEX and OPEX reductions reaching 52 and 22% respectively.

**Customer Focus**

- Exceeded Air Liquide & Total's expectations by proposing enhanced versions of required products that led to an electric consumption reduction of up to 53%.

**Creative Thinking**

- Created an integrated simulation tool that allows 90% faster design changes. Tool is still used by former team members today.
- Provided partners with safer and cheaper operation modes to manage heat, using equipment up to 60% more energy efficient and capable of reaching temperatures of 150°C (previously unattainable).

**2014-2018 Teaching Assistant - MINES ParisTech - Paris, France***MINES ParisTech, ranked 6th best university in France (Centre for World University Rankings)***Presenting**

- Consistently achieved satisfaction rates exceeding 90% in feedback provided by students.

**2011-2012 Research Engineer - FAURECIA & CES - Paris, France***FAURECIA, global leader in the automotive parts industry***Fast Learning**

- Took charge of and delivered an uncompleted PhD project in 2 months; one third of the usual time.

**Leadership**

- Championed a team of 4 technicians in designing and building a test bench on an AUDI A4 car seat, increasing user comfort and decreasing costs by 37%.

**EDUCATION**

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**2012-2015 Ph.D. Thesis in Energy and Process, MINES ParisTech – Paris Sciences et Lettres (Excellent examiners' reports)***Created a new generation of absorption machines and proved its feasibility and efficiency despite limited budget.***2011-2012 Master of Science in Energy & Environment, Pierre et Marie Curie University (Paris 6) (Rank 1/≈160)****2007-2012 Honours Bachelor of Mechanical Engineering, Lebanese University (Top 5%)***1 of 4 students out of 90, selected for a double degree scholarship.***CERTIFICATIONS**

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**2021 International Certificate in Corporate Finance – HEC Paris (Grade A) ([Certificate Link](#))****2021 Executive Certificate in Business and Corporate Strategy – HEC Paris (In progress)****OTHER**

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*Languages*

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| ▪ English (Fluent) | ▪ French (Bilingual) | ▪ Arabic (Native) |
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*Interests*

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| ▪ Skydiving  | ▪ Investing | ▪ Martial Arts |
| ▪ Travelling | ▪ Reading   |                |