



ABED-R GHALEB

Lebanese, Male, 38 years old, MOF#2455929

Socio-economic Development Expert
Business / NGO consultant
Trainer & Coach

Over 14 years experience as Strategist, Project Manager, Business development specialist and SME/NGO consultant & trainer with wide experience in EU, USAID, UN, UKAID, ENICBCMED funded projects in Lebanon and MENA region.

Raised Funds : 3.2M\$ Coached SMEs/NGOs : 670+ Trained individuals : 1460

Beirut / Tripoli, Lebanon abed.ghaleb@gmail.com , aghaleb@visionaris.me +961 3 276 134 / +961 76 961 076 www.visionaris.me

Work Experience

Managing Partner 2015 - Now

VISIONARIS Business Management Consulting L.L.C

Badaro 4916 Bldg 5th Floor, Museum Street, Beirut (Lebanon)

Tel: 00961 1 411409 - 00961 6 409603 Email: aghaleb@visionaris.me / www.visionaris.me

Executive manager, strategic planning, proposal development and project implementation lead in various socio economic development and Livelihood projects:

- Gap Assessment of 23 dairy producers all over Lebanon with Relief International
- BDS training and coaching support of 30 businesses in Akkar with Concern
- BDS support + training to 60 SMEs in North Lebanon with GIZ
- BDS and technical support to 50 dairy producers with GIZ
- BDS support + training to 17 agricultural cooperatives in Bekaa with LOST and WHH
- 15 International NGOs Training program on fundraising strategies funded by Nama Foundation Malaysia
- BDS support to 10 Social enterprises under MEDUP! coaching program funded by the EU and implemented by OXFAM
- Full business development of 3 Agro-processing Cooperatives in Tyr caza funded by the United Nations Women Program
- 20 young Entrepreneurs support within DAWRIC project funded by British Council via the European Union
- 15 SMEs coaching program funded by Chemonics International via USAID
- 50 SMEs mentorship program funded by Care International via the Australian Department of Foreign Affairs and Trade (DFAT)
- 4 SMEs mentorship program funded by Leaders Group via the European Union

Managing Partner 2021 - Now

TECFAB Industrial Factory & Consulting L.L.C

Ghandour Industrial Zone, Ras Maska (Lebanon)

Tel: 00961 81 51 88 14 Email: procurement@tecfab.net / www.tecfab.net

Proposal development and project implementation lead in WASH projects:

- Solar system and Water stations Implementation for 2 Municipalities in Akkar with RMF.
- Water stations Chlorination system for 2 Municipalities in North Lebanon with Archenova.
- Water station implementation for Qalamoun Municipality with MercyUSA.

Senior Business Consultant 2010 - 2015

BIAT – Business Incubation Association in Tripoli

CCIAT Glass Bldg 3rd Floor, Bechara El Khoury Street, Tripoli (Lebanon)

Tel: 00961 6 425605/6/7 - Email: info@biatcenter.org / www.biatcenter.org

- Incubation programs implementation and KPIs monitoring for start-ups and SMEs on a 600sqm+ co-working and office rental spaces including providing logistics and advisory assistance for entrepreneurs.
- Business consultancy for local MSMEs (business planning, advisory and microfinance network support)
- Managing and reporting multiple EU funded and ENICBC MED projects, Interim and final narrative reporting and timesheets review

Education

Doctorate in Business Administration Pending EQF-Level8 2012 - 2016

Grenoble Ecole de Management

12 Rue Pierre Semard, 38000 Grenoble, France

- Research Areas: Strategic management, Entrepreneurship, and Innovation in SMEs*

Master of Business Administration EQF-Level7 2009 - 2012

American University of Technology

Halat, Jbeil, Lebanon

- Thesis Topic: Performance Measurements applied in Business Incubators.*

Languages

Arabic - *Understanding, speaking, writing*

English - *Understanding, speaking, writing*

French - *Understanding, writing*

Computer skills

Good command in Microsoft office suite

(Word, Excel, PowerPoint)

Business Trainer in

- ✓ Entrepreneurship ✓ Soft skills
- ✓ Strategic Planning ✓ Leadership
- ✓ Fundraising strategies for NGOs
- ✓ Design Thinking
- ✓ Marketing for cooperatives

Hard skills

- Proposal Writing
- Strategic planning
- Entrepreneurship
- Design thinking
- Business Development
- Multidisciplinary Approach
- Process Engineering
- EU small business act
- Organizational Leadership
- M&E / reporting
- Startups & SME coaching
- Training Development
- ISO 9001:2015
- Partnerships

Additional info

- 7 Conferences participation as speaker on Entrepreneurship
- 3 Seminars participation as speaker on SME development in Lebanon
- 3 Publications on business incubators and entrepreneurship ecosystem



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Clients Portfolio Compilation



USAID
FROM THE AMERICAN PEOPLE



References

Client	Type of organization	Contact Name	Position	Number	E-mail
OXFAM GB	International NGO	Hovig Wannis	Programs Manager	+961 81 315 158	Hwannis@oxfam.org.uk
VISIONARIS	Business Management Consulting	Wassim Cheikh El Arab	Co-founder	+961 3 967 087	wmcharab@visionaris.me
GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit	International Development Agency	Ms. Doris Darwich	Project Coordinator	+961 70 654 537	doris.darwish@giz.de
United Nations Women (UNW)	International Organization	Mrs. Rana Houjeiry	Middle East Program Manager	+961 03 909 050	rana.el-houjeiri@unwomen.org
LFPAD – Lebanon Family Planning Association	Local development NGO	Mrs. Cecilia Chami	Programs Director	+961 3 179 093	cchami@lfpa.org.lb