



# ZAINAB BEIROUTY

## CONTACT

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## CERTIFICATIONS

- Certificate of Digital Strategy and Business Opportunity from Digital marketing Institute. (Jan,2023).
- Certificate of Digital Leadership and Digital strategy Execution from Digital marketing Institute. (Jan, 2023).
- Certificate of Leading Diverse Teams and Organizations from University of Michigan. (Jan, 2023).
- Certificate of Purpose at work from University of Michigan. (Jan, 2023).
- Certificate of Inspiring and motivating individuals from University of Michigan. (Jan, 2023).
- Certificate on how to manage a remote team from GitLab. (Jan,2023).
- Certificate of Foundations of Project Management by Google. (Jan, 2023).
- Certificate of Negotiation Associate from SCRUM Study. (July,2020). Accreditation Body for Scrum and Agile. ID: 586572.
- Certificate of SCRUM Fundamentals from SCRUM Study. (July,2020) . Accreditation Body for Scrum and Agile. ID:796280.
- Certificate of Digital Marketing from Google Digital Workshop. (April,2020).

## PROFESSIONAL SUMMARY

Dedicated to Researches in areas of risk management and supply chain with three publications. Proficient in conducting thorough risk assessments to identify potential risks and vulnerabilities within an organization's operations and processes. Highly analytical Market Research Consultant well-versed in marketing research and strategies for managing consumer satisfaction. Proficient in data collection, analysis and generating conclusions. Translates large volumes of complex data into easily understood reports and charts. Also, Resourceful Educational Support professional with many years of experience supporting students in college exam preparation for courses like strategic management and international business. Versed in tackling academic challenges with innovative instruction techniques combined with focused development of healthy and modern study habits. Accredited with many Certificates in Leadership, managing virtual teams, digital leadership, negotiation and motivation of people.

## EDUCATION

PhD in Business Administration and Management: Strategic Risk Management , June 2023

**Yeditepe University**, Istanbul- Turkey, Turkey

• **Degree** Awarded with **Honors**.

• **Ph.D Thesis** : "Risk Mitigation in Elastic Supply Chain Management in Public Shareholding Companies: The Case of the Arab Potash Company".

Master of Business Administration and Management, August 2014

**German Jordanian University**, Amman, Jordan, Jordan

Bachelor of Science: Electrical and Communication Engineering, December 2009

**Ajman University of Science and Technology**, Ajman- United Arab Emirates, UAE

## PUBLICATIONS

- **"Impact of AI systems on Managerial Decision-Making"**. (08/2019). **ASEAD**. Volume 6- Issue 7- Pp.205-234
- **"The Impact of Elastic Logistics on Brand Loyalty and Customer Satisfaction"**.(5.11.2020). **UYSAD**. Volume 7- Issue 14- Pp.8-31.
- **"Enrichment of Virtual team Management Through Communication"**. (Feb.,2022). **Asian Journal of Social Science and Management Technology**. Volume 4- Issue 1.Available at [www.ajssmt.com](http://www.ajssmt.com)

## SKILLS

- Goals and Performance
- Research
- Operational Efficiency
- Prospect Targeting
- Coaching and Mentoring
- Business Intelligence and Analysis
- Verbal and Written Communication
- Training and Development
- Business Planning
- Strategic Business Planning
- Strategic Networking
- Strategic Negotiations
- Video Conferencing
- Establishing Learning Goals
- Writing Assessments
- Study Material Development
- Technology Integration
- Online Learning Platforms
- Instructional Techniques
- Project Management

## LANGUAGES

**Arabic:** Native language

**English:**  C2  
Proficient

**Turkish:**  B2  
Upper intermediate

## WORK HISTORY

October 2022 - Current

**Market Research Consultant, *Freelancer***, Remote

- Devised questionnaires, surveys to generate real-time data collection from target demographics for more than four projects in Iraq covering different industries and wide range of companies.
- Analyzed and consolidated data from different sources to generate performance reports and provide clients with needed advice for business.
- Researched and evaluated potential new markets and products for more than four projects in Iraq covering Logistics, Oil and Gas sector, medical supplies and FMCG.
- Generated reports to support development and implementation of marketing plans in Iraq's market.

September 2019 - March 2023

**Private Academic Tutor, *Freelancer***, Istanbul - Turkey

- Helped Undergraduate students with their management courses and helped them increase their grades all over semester.
- Motivated students towards learning and studying to build self-confidence and reduce fear of failure.
- Supported students with helpful study habits and exam strategies.
- Taught students remotely using online video chat platform and other delivery channels.

March 2021 - November 2022

**School Teacher, *Al-Fayez International School***, Istanbul - Turkey

- Provided warm, supportive environment for developing academic, social, and emotional growth for secondary school students.
- Maintained positive and professional classroom environment throughout school year.
- Offered supplemental and individualized instruction for at-risk and struggling students.
- Created study guides, research materials and syllabi for students.

June 2018 - September 2018

**Business Development Manager, *Digital Assets***, Amman, Jordan

- Coordinated innovative strategies to accomplish objectives and boost long-term profitability Strategies and implemented successful approaches to revitalize underperforming product lines and create profit generating enterprises Researched and identified opportunities for account growth, account penetration and market expansion.
- Reached out to potential customers via telephone, email, and in-person inquiries.

February 2012 - September 2013

**Project and HR Manager, *International Steel Frame*,**  
Amman, Jordan

- Processed employee claims involving performance issues
- Supervised and mentored direct reports and developed talented HR teams. Implemented performance reviews and motivational strategies to elevate HR team results
- Managed employee disputes by employing conflict resolution techniques. Coordinated immigration process for visa and green card applications to support mobility requests for domestic and international long and short-term assignments

January 2010 - August 2011

**Project Coordinator, *Transmiddle East*,** United Arab  
Emirates

- Supervised multiple projects from project start through delivery by prioritizing needs and delegating assignments.
- Maintained database and spreadsheets with accurate inventory and status. Provided input and feedback on departmental initiatives, directives and strategies to contribute to project success
- Created job files for each project and maintained current data in each file.