

## **Nabeel Al Wazzan**

### **Business Consultant**

14 Tower A – Al Othman Center  
Bin Khaldoun st.  
Hawalli – Kuwait

E-mail: [info@nabeel-alwazzan.com](mailto:info@nabeel-alwazzan.com)  
Tel : +965 55 77 59 42  
Tel : +965 66 77 59 42  
fax: +965 22 62 30 12  
URL : [www.nabeel-alwazzan.com](http://www.nabeel-alwazzan.com)



### **Career Objective**

- To develop business in a very professional way, and match expected growth.
- To obtain more international business connections and agencies in order to diversify the business I am handling.
- To convey business knowledge to the people working under my management and develop their skills to assist with the growth of the firm.

### **Personal Information**

Date of Birth:	15-01-1960
Gender:	Male
Nationality:	Lebanese
Visa Status:	Residence Visa – Kuwait – Transferrable
Residence Location:	14 Tower A – Al Othman Center - Hawalli – Kuwait
Marital Status:	Married
No. Of Dependents:	4
Driving License:	Kuwait Driving License

### **Latest Task Assigned to:** 29-10-2012 (Current Task)

Madi International Co. Corporate Digital Marketing Office; handling all Corporate Digital marketing activities and Social Media. This project is to revitalize the Social Media including Facebook pages which were unpopular and unorganized. Within five months we achieved The Arab Award for firsts place in Facebook most organized pages under Beauty Category. Moreover the responsibilities also included remote managing of WOW Beauty Salon activiteis, Binaa Real Estate Domain management, Website and Social Media.

Proud to belong to a Regional Group such as Madi International I work happily with the responsibilities I carry and feel affiliated with a company which I know since more than ten years.

### **Earlier Task Assigned to:** 5-02-2011 till 24-09-2011 (7 months project)

Business Consultant in the capacity of Business Development Manager for investors in Dubai to establish a Chain of 5 Salons “WOW Beauty Salon” in different locations. Project started on February 5<sup>th</sup> 2011 and was handed over to the investors fully operating in September 24<sup>th</sup> same year. The project was to rent, decorate, license, recruit, train, set Policies & Procedures, purchase material and manage operations till official launch dates of those 5 beauty salons.

Within the responsibilities was the marketing, website, social media and activities for the chain which now is considered a unique experience in Dubai and starting to generate good money. ([www.wow-salons.com](http://www.wow-salons.com))

## **Professional Experience:**

September  
2005 – Present      **Business Consultant**  
                                 **Nabeel Al Wazzan Business Consulting (Free Lance)**

**Industry: Consulting Services**  
**Role: Business Development, Consultant & Trainer**

- I assist companies to build up international connections with suppliers from around the Globe, shoulder discussion and agreements with those suppliers in different business sectors from Oil to Defense to Cosmetics and hospitality, never forgetting technology and consumables. (references available upon request)
- I assist companies and firms in building their marketing strategies and doing marketing analysis and surveys. (References in Kuwait & KSA available upon request)
- I conduct training sessions to companies in the fields of Business Development, Management, Marketing and Sales.
- I also work with oil sector customers in the fields of Technology, Oil Servicing and Environment preservation.

July 2008 – June 2009     **Regional Marketing Manager**  
**INTERTEK ME**

**Company Industry:** Technology  
**Job Role:** Regional Marketing Management

- I was in Charge of creating market opportunities for interactive systems and create marketing strategies to penetrate Regional Markets.
- I was in charge of 11 Countries in the region with an 8 Million US\$ Target.

The company was a joint venture between two Kuwaiti groups 60%&40%, in less than 4 months of operations and due to the economic crisis. Both groups stopped financial and administrative support to the company. The people in charge of the agencies did not fulfill their agreements with the Canadian suppliers; so they lost the agency in the Middle East.

March 2003 - September 2007     **Marketing & Sales Manager**  
The Scientific Center

**Company Industry:** Marketing  
**Job Role:** Management

Preparing Marketing & Sales strategies and Analysis, Setting business targets and following up on achievement, preparing surveys and related marketing projects, working on the whole business development plan of the firm. Suggesting product development and services pricing based on market demand and shares.

April 2002 - November 2003     **International Business Director**  
L'Espace International

**Company Industry:** Hospitality  
**Job Role:** Management

I established that company with a .. Partner, dealing with hospitality services and furniture. I could obtain major hotels projects in Kuwait as well as international agencies in France, Italy and UK. My main task was doing international communications with worldwide suppliers and get new agencies for the company. By the time the company became a leader within its field of business, the .. “partner” took it all and terminated my services.

September 2000 – **Marketing & Sales Manager** (Al Jothan Company)  
April 2002 **Academy Manager** (Al Jothan Beauty Academy)

Main Task was to conduct Marketing activities for Al Jothan Company, which was at the stage of initial growth before it was merged into the bigger Group Madi International. With Multi-Brands and one outlet at that time; I could achieve a slight growth which turned out to be a major one with the decision to establish the First Beauty Academy in Kuwait. I started that Project from scratch, and created a state of the art facility which was granted the license to instruct and educate people with beauty curriculum obtained from specialized universities and academies in the United States and Europe.

October 1999 - **Marketing & Sales Director**  
September 2000 LG - Electronics - Al Babtain Electronics co.

**Company Industry:** Marketing  
**Job Role:** Management

Main task was to create business plans for the new born company of Al Babtain Group, went to Korea on a training with LG Electronics, and came back to implement marketing strategies set by the mother company in Seoul.

Directing a vast team of sales and marketing specialists in Kuwait, could establish five big showrooms at the first year of operations and a wide base of customers and market share.  
My main achievement was the spread of Projection TVs, and split units for LG in the Kuwaiti market.

January 1994 - **Branch Manager**  
June 1999 NAPCO Modern Plastic Products Co.  
Dammam KSA, Branch, Kuwait

**Company Industry:** Manufacturing and Production  
**Job Role:** Management

I was the head of the Kuwait Branch for NAPCO could achieve high results for my company, left because I was asked to go back to KSA and handle ARAMCO acct. while by that time my family were established in Kuwait.

April 1993 -  
December 1993

**Area Sales Manager**

Industrial Development Company (INDEVCO)  
Ajaltoun, Lebanon

**Company Industry:** Manufacturing and Production

**Job Role:** Sales & Marketing

Training on different production processes as an introduction to be shifted to their NAPCO premises in KSA

July 1983 - April  
1993

**Assistant Sales Manager**

SOLINOR  
Beirut, Beirut, Lebanon

**Company Industry:** Construction

**Job Role:** Sales

Performing Sales in South Lebanon, Eastern Beirut, Maten & Kisrwan, achieved by the last year of work with Solinor 33% of the company's sales.

Solinor was the major construction materials importer from ITALY its market share was around 40% in Lebanon.

I deserved the Sales Manager's award of 5000\$ as a bonus and a letter of thanks.

**Education:**

March 1996

**Chamber of Commerce,** Kuwait, Kuwait

Certification/diploma, Competitive Marketing Strategies About Planning competitive marketing strategies, starting with the planning of the product itself then moving upwards to match the market needs and vice versa.

June 1982

**Lebanese University - Faculty of Law & Political Sciences,** Beirut, Lebanon

Bachelor's degree/higher diploma, Political & Administrative Sciences - Diplomacy BA in PSPA, then continued preparing for the MA degree (Major: Diplomacy) by that time I joined Solinor and got immersed in business and Sales life, during a severe war situation including the Israeli occupation of Beirut in 1982

**Career Level**

**Career Level:** Executive/Director/CEO

**Target Job**

**Target Job Location:** Kuwait; Lebanon; Saudi Arabia

**Target Industry:** Marketing; Oil/Petroleum; Management; Business Development, Consulting & Training  
**Employment Status:** Full time

### Skills

Skill	Skill Level	Years of Experience	Last Used
Microsoft Office All applications	Expert	Above 15 years	1 month or less
Microsoft Front Page	Expert	Above 15 Years	1 month or less
Skill	Skill Level	Years of Experience	Last Used
Marketing, Sales & Administrative Planning	Expert	29 years	1 month or less
Conducting training Seminars my clients	Expert	More than 5 years	1 month or less
Social Media	Expert	More than 3 years	1 month or less

### Languages

Language	Skill Level	Years of Experience	Last Used
Arabic	Expert	Mother tongue	Always
English	Expert	50 years	Always
French	Beginner	3 months	Rarely
Hebrew	Novice	1 year	Rarely

### References

Name	Job Title	Phone	Email Address
Mohammad Madi	President Madi International	+971555529400	<a href="mailto:m.madi@madi-intl.com">m.madi@madi-intl.com</a>
Talat Salem	Ex-Vice President – Ebsar Holding	+965.99631923	<a href="mailto:talatsalem@hotmail.com">talatsalem@hotmail.com</a>

### Memberships

Organization	Membership/Role	Member Since
Nabeel Al Wazzan Business Consulting	Business Consultant	September 2005
Middle East Virtual Airlines <b>MEAVA</b> <a href="http://www.meavirtual.org">www.meavirtual.org</a>	Director - Captain Airbus A320/A321/A330	January 2007

## Latest Achievement:

Currently I have prepared all business portfolios for the following technologies, in addition to communications and agreements with suppliers from worldwide companies. On the other hand I have put a strategy to approach the market with those Businesses as soon as I start officially operating in the market.

<p><b><u>Civil Flight Simulation:</u></b></p> <ul style="list-style-type: none"> <li>➤ Class D simulators (full motion)</li> <li>➤ Static Flight Simulators</li> <li>➤ Weather, Radio, Terrain</li> <li>➤ Full training Packages</li> <li>➤ Perpetual update</li> <li>➤ Maintenance and Spare parts</li> </ul>	<p><b><u>Driving Simulation:</u></b></p> <ul style="list-style-type: none"> <li>➤ Full or Semi Car cabin</li> <li>➤ Automatic or Manual Gear</li> <li>➤ Possibility to Customize scenery according to your town</li> <li>➤ Full Training &amp; Testing applications Perpetual update</li> <li>➤ Maintenance and Spare parts</li> </ul>
<p><b><u>Military Flight Simulation:</u></b></p> <ul style="list-style-type: none"> <li>➤ Full Motion Simulators</li> <li>➤ Static Simulators</li> <li>➤ Weather, Radio, Terrain</li> <li>➤ Full Training Packages</li> <li>➤ Perpetual update</li> <li>➤ Maintenance and Spare parts</li> <li>➤ Especially designed to match any air force</li> <li>➤ Central Command Unit Simulation</li> </ul>	<p><b><u>Ground Battlefield Simulation:</u></b></p> <ul style="list-style-type: none"> <li>➤ Constructive simulation for joint operation of military troops from a soldier to squad level in detailed operation scenarios with after action review.</li> </ul> <p><b><u>Training Capabilities:</u></b></p> <ul style="list-style-type: none"> <li>➤ 2D and 3D visualization</li> <li>➤ Attack/defense operation</li> <li>➤ Trail operation Security operation</li> <li>➤ Source Analysis</li> <li>➤ Central Command Unit Simulation</li> </ul>
<p><b><u>Visualization Systems:</u></b></p> <ul style="list-style-type: none"> <li>➤ Energy Exploration (OIL &amp; GAS)</li> <li>➤ For display of readings at Oil Companies</li> <li>➤ Central command Centers (Aviation, Military, Traffic, etc..)</li> <li>➤ Universities and Medical Schools (Research &amp; Education)</li> <li>➤ Exhibitions, Museums &amp; Entertainment</li> <li>➤ Government &amp; Contracting</li> <li>➤ Design &amp; Manufacturing</li> </ul>	<p><b><u>Interactive Hospitalization &amp; Recovery:</u></b></p> <p>Body gesture-based control systems, highly effective for rehabilitation, physiotherapy, activation, recreation and sensory stimulation. Whether through video immersion, full-body interaction, or multi-media special effects, motion-control technologies produce an exhilarating experience of body awareness, and can enhance physical and cognitive abilities for those with cerebral palsy and autism, or patients recovering from stroke.</p>

In addition to the above I am deeply involved in the following services:

- a. Solar Energy Supply and Installation.
- b. Oil Services i.e. (Core Handling, 2d,3d &4d Seismic acquisition and interpretation, Drilling, PVT and Mud Plants)
- c. Sewage and waste water treatment and recycling**
- d. Business Consultancy & training which the core of my business, I offer the following training seminars to companies:

	SUBJECT	Duration	Who should attend	Notes
1	Handling Customers Objection – The method of Bonding businesses	10 hours	Sales Staff – Customer Services staff – Sales Supervisors & Managers	It Includes a Workshop
2	Sales Performance Management – The method of Controlling Target achievement	6 hours	Sales Staff – Sales Supervisors & Managers	It includes a workshop
3	How to penetrate foreign Markets	12 hours	Marketing & Production Managers at Industrial institutions – Factories' Managers and Export Managers	
4	The Successful Sales Rep – Presales preparations & priority management	8 hours	Sales Staff – Customer Services Staff – Sales Managers & Supervisors	It includes a Workshop
5	How to prepare a proper Marketing Strategy	8 hours	Marketing Managers at commercial and Banking sectors	It includes a Workshop
6	Managing Human Assets at Public and Private sectors	5 hours	General Managers – Human Resources staff and managers – Staff Supervisors	
7	SEO Optimization – becoming on Top of search engines	5 hours	E-Marketers – Web designers	
8	E-Marketing – Keys to Success	5 hours	E-Marketers – Web designers	
9	Methods of Leadership in Business	8 hours	CEOs, VPs, General Managers and all the Managerial Chain	It includes a Workshop
10	Alternative Energy Towards a green Business	5 hours	CEOs, VPs, General Managers and all the Managerial Chain	It is about the adaptation of environment-friendly methods in offices
11	Writing Effective Policies & Procedures	10 hours	Divisions Managers – Personnel & Admin Managers	Includes a Workshop on writing One Policy and its Procedures