

# Karim Lahoud

Graduate Management Student at ESCP Business School

[karimlahoud14@gmail.com](mailto:karimlahoud14@gmail.com) | +33 6 04 55 83 11 | – PARIS - willing to relocate

A recently graduated business management student with broad background experience looking to continue his international journey at a global company. Ready to take on diverse challenges, looking for meaningful opportunities to create impactful and successful outcomes.

## Skills & Personality

Entrepreneurial Mindset	Analytical	Honest	Relationship Building
Management Reporting	Rational	Proactive	Process Optimization
International Teamwork	Resilient	Responsible	Client engagement

## Education

### ESCP BUSINESS SCHOOL – MADRID/PARIS CAMPUS

MASTER IN MANAGEMENT, M. SC.

- Master Thesis: Influence of supporters in football games (in the light of COVID and home advantage)
- Specialized in *International Business Development*, *Digital project management* and *Sports Management*.
- Relevant Coursework:** Agile project management, Innovation et entrepreneuriat, Analyse des données du Sport, Sponsorship et Marketing, Marketing du sport, managing products and services across markets

Since 09/2020

GPA: 14.8 (FR)

GPA: 3.6 (US)

### LEBANESE AMERICAN UNIVERSITY

BUSINESS MANAGEMENT, B.SC.

- Focused on Operations Management, Project Management and Quantitative Business Analytics

08/2016 – 05/2020

GPA: 3.22 (US)

Top 10%

## Work Experience

### OM NATION BEIRUT

PRESIDENT AND FOUNDER

- Launched the first official “Olympique de Marseille” fan club in Beirut under the name “OM Beirut” with more than 40 members so far and appointed President by the International Manager of Olympique de Marseille.
- Signed a partnership with Buffalo wings and rings restaurant in Beirut to be our headquarters for every game.
- Organized a trip to Marseille with a group of Lebanese members, planned a stadium tour and arranged a meeting with the players.
- Negotiated a 20% deal with our headquarter for all our members.

Since 11/2018

Beirut, LEB

Marseille, FR

### CLUB LEGACYZ

BUSINESS DEVELOPMENT INTERN

- Found new ways to get in touch with Athletes in order to create a partnership with them and initiate new collaborations.
- Secured 7 new partnerships with players.
- Developed and followed ongoing projects with the athletes to release their legacy.
- Created a partnership with influencers to advertise our products after the release.
- Researched and negotiated with 3PL logistics companies to find the best fit for our business.

04/2022 – 11/2022

Paris, FR

### NOURA HOLDING

ACCOUNTING INTERN

- Adjusted the group’s auxiliary account.
- Analyzed the accounts of product family, to establish a list of accounts that could be grouped together.

05/2021 – 08/2021

Paris, FR

### AUTOMOBILE ET TOURING CLUB DU LIBAN

CO-MANAGER OF THE LEBANESE HILL CLIMB CHAMPIONSHIP

- Coordinated all logistical aspects of events, including venue selection, budgeting, and schedule development.
- Led a team of event coordinators and assistants, providing guidance and support to ensure that all events ran smoothly.
- Developed and maintained relationships with clients, venues, and vendors to secure the best prices and ensure a successful event.

01/2019-06/2020

Beirut, Leb

### HEARTS SAL

MARKETING INTERN

- Followed account of two major clients, Lebanese Loto and a supermarket in Keserwan.
- Contributed to an analysis on how to improve our services to these two clients by finding new ideas and solutions such as creating a fidelity card for supermarket user that is linked to Lebanese Loto.
- Increased by 20% the sales during this program.

07/2019 – 08/2019

Beirut, Leb

## Languages

## IT Skills

## Extracurricular

French	Native speaker (C2)	MS Office	Expert (Intermediate)	Junior Varsity football player at Lau
English	Bilingual (C2)	Power BI	Intermediate	Active member of LIBANTROC NGO
Arabic	Native speaker (C2)	SPSS	Basic	Fund raiser for Article 26 to help student