

# Client Name

## Business Development Analyst / Consultant

Results-driven and solution-oriented professional with substantial experience in identifying growth opportunities and analyzing market trends to create and provide effective business development consultation to diverse clients. Expert in conducting market research and competitive analysis as well as developing business plans to optimize market positioning. Proven ability to build and maintain client relationships, with a focus on expanding the client base and increasing revenue. Skilled in data analysis, financial modelling, and presentation of findings to support informed decision-making. Adept at designing and implementing marketing and sales strategies to achieve business objectives. Known for innovative thinking and creative solutions that result in business growth and increased market share.

## Areas of Expertise

- ◆ Market Analysis
- ◆ Financial Forecasting
- ◆ Competitive Intelligence
- ◆ Risk Assessment
- ◆ Revenue Generation
- ◆ Project Coordination
- ◆ Negotiation Skills
- ◆ Legal Support
- ◆ Cryptocurrency & Stock Market Trading
- ◆ Strategic Business Development
- ◆ Client Acquisition & Sales Optimization
- ◆ Internal / External Communication

## Education

### Bachelor's Degree in Law (LLB) | 2020

University of Westminster, City of London, UK

**Emphasis:** *Legal Skills and Process, Contract Law, Tort Law in Context, Public Law, Criminal Law, Introduction to Business Law, 21st Century Law, Land Law, EU Law, Equity and Trusts, Law and Social Justice, Consumer Law, Commercial Law, Law of International Trade, Media Law, My Graduate Journey*

### Foundation Degree in Business and Law | 2017

INTO London World Education Centre, London, UK

**Emphasis:** *Proficiencies: English Language, Critical Thinking and Communication Skills, World of Business, Introduction to Law and Legal Systems, Maths & Stats: Business, Finance, Social Subjects, Economics*

*Certificate in Foundation Studies in Business Management and Law | Top 5 students in the course*

## Professional Experience

### Massar International Holding, Rawabi, Palestine Business Development Analyst

Sep 2022 – Present

Draft and negotiate finance-related contracts and agreements with precision. Foster relationships with key stakeholders to establish successful partnerships. Perform thorough market analysis to uncover untapped business opportunities. Devise and execute strategic plans to drive business growth and meet revenue objectives. Conduct competitor analysis to stay abreast of market trends and industry advancements. Utilize Excel for accurate financial modeling and data analysis.

#### Key Accomplishments:

- Led cross-functional teams, ensuring the successful completion of a \$10 million USD project for a franchised children's city.
- Created and managed annual budgets, optimizing resource allocation for efficient company operations.
- Identified and improved key performance indicators (KPIs) by tracking and analyzing company performance.
- Expanded global presence of company by negotiating and securing international franchise deals.
- Acquired and applied Power BI for enhanced business reporting.

Conducted extensive legal research, contributing to the formulation of effective legal strategies for clients. Generated detailed reports on banking and insurance regulations specific to Morocco. Reviewed and analyzed partnership and franchise agreements for well-known multinational brands. Evaluated loan agreements between international corporations and banks to ensure adherence to legal requirements. Performed research on crowdfunding and international inheritance laws with aim of providing valuable insights to clients. Prepared and delivered informative presentations on legal procedures and public procurement.

**Key Accomplishments:**

- Collaborated with government agencies in Rwanda to facilitate the successful implementation and financing of a solar energy project.
- Played a key role in creating comprehensive case studies for international business start-ups in Morocco.
- Developed and nurtured a strong network of contacts within the legal and business communities.

**BridgePoint Legal Consultancy, Dubai, United Arab Emirates**  
**Intern - Legal Analyst**

**June 2019 – August 2019**

Maintained and organized litigation docket and calendar, meticulously noting and managing deadlines. Handled complex files regarding both short sales and traditional real estate transactions. Actively engaged with clients, providing regular updates on the progress of cases. Led initial client assessments and analysis to initiate the research process. Thoroughly performed legal research and analysis, staying up to date with current laws and regulations.

**Key Accomplishments:**

- Reviewed and negotiated contracts, while ensuring favorable terms for clients.
- Managed risk and ascertained strict compliance with legal requirements.
- Oversaw financial modelling and analysis by exhibiting a strong understanding of financial and banking regulations.

**Professional Development**

- Eligible for the New York State Bar Exam.
- CFA Level 1 Candidate, February 2024.
- Presented a peer-reviewed research paper at the Artvin Coruh University International Congress on Ecology, Economy, and Regional Development 2022.
- Research accepted for publication at the 6th International Assam Model Islamic Union Congress 2022.
- Completed a Data Analysis Online Course in 2020.
- Active participant in Model United Nations (2015)

**Technical Skills**

Microsoft Office Suite – Word, Excel and PowerPoint | Canva | Wrike | Power BI | Prezi | Google Doc

**Languages**

Arabic – Native | English – Fluent