



Hassan Dennaoui, PhDc, ME, MSc

ECONOMIC ZONES ADVISOR/UNIVERSITY LECTURER

Name of Current Employer	Tripoli Special Economic Zone
Profession	Director/Engineer/Consultant/University Lecturer
Age	37
Years of experience	14 years
Nationality	Lebanese
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Mail	Hassan.dennaoui@gmail.com ; Hassan_dennaoui@yahoo.com
Membership in Professional Societies	<ul style="list-style-type: none">• Order of Engineers and Architects, Tripoli, Lebanon• PMI – Project Management Institute www.pmi.org
Awards	Prize of Prince Mogren Bin Abdel Aziz Chair for Emergency and Disaster Management 2015 - Jeddah, KSA

Key Qualifications

More than thirteen years of experience in Management, Business Development, Public Relations and Information Technology where I have been involved in all **Business Development phases** (including Sales & Marketing), **Organization Management** (including Organization Reform, Process Re-engineering & Automation, Performance Management, Procurement, Human resource & training, etc...), **Project Management** (including Proposal & Contract Management), and **Development of Strategies & Roadmaps**. My broad experience can be best described through the following six categories:

- **Market Experience:** Consultant for various **Economic Zones**, Government Authorities and Private Sector in different countries including but not limited to: **Salalah Free Zone Authority**, **Special Economic Zone Authority of Duqm**, Omantel, etc... (Oman); **King Abdullah Economic City**, Royal Saudi Air Forces, Saudi Post, Ministry of Interior, Civil Defense, etc... (KSA); **Manateq Free Zones (Qatar)**; **Ministry of Economy & Trade**, **Tripoli Special Economic Zone**, Ministry of Health, Ogero, Electricity of Qadisha, **Chamber of Commerce Industry and Agriculture in Tripoli**, etc... (Lebanon); Abu Dhabi Police, ADSIC, etc... (UAE); Ministry of health, KOREK Telecom (Kurdistan Iraq).

- **Regional Experience:** Very good experience in the **Middle East, Gulf and Africa** markets including Lebanon, KSA (Jeddah, Riyadh), UAE (Abu Dhabi, Dubai), Oman, Kuwait, Bahrain, Morocco and Iraq (Kurdistan).
- **Public Relations/ Channel Management:** Well connected to different international companies in various sectors (IT, Telecom, Economic Zones, Commercial, Electricity, Water/Wastewater, Waste Management, Transportation, Public Safety, Municipality, etc...) in the Middle East (Lebanon, KSA, UAE, Oman, Qatar, etc...), Africa (Egypt, Morocco, Algeria, etc...), Europe (UK, France, Spain, Italy, etc...) and North America (USA and Canada) where I was assigned as a Channel Manager between my employers (KA & SUEZ) and multiple international companies including but not limited to: **IBM, Ericsson, Esri, Microsoft,....**
- **Communication Skills:** Proficient in English & Arabic (writing, speaking and reading) and Good in French. Delivered many presentations in university setting and in work environment. Have liaison between students and lecturers regarding projects. The ability to deliver the proper message to fellow employees. Trained fellow employees, and liaised with management on behalf of employees.
- **Technology Skills:** Ability to perform and excel in any communication or technology field including E-government and geospatial services.

Education

Expected 2017	PhD in Business Administration – Management Information System University of Nicosia, Cyprus
2007	Master degree in Computer Engineering University of Balamand, Lebanon
2003	Master degree in Computer Science University of Balamand, Lebanon
2001	Maitrise Degree in Applied Mathematics Lebanese University, Lebanon

Additional Training

Aug 2010	Pillar 8 – Advanced Negotiation Skills
Aug 2010	Selling Your Ideas to Others
Jun 2008	CCNA1 Certificate
Aug 2007	SMEM Certificate (Small and Medium Enterprise Management)
2007	Project Management Professional (PMP) Course
Mar 2005	Training in LEMA (Lyonnaise des Eaux Management in Amman) Company, GIS department, Amman – Jordan
Jan 2004	Functional training on X7 Customer service database system in INFEO Company (Paris – France)
2003	A+ Certificate (Software and Hardware)
Jul 2002	Training for 4 weeks in the Central Bank of Lebanon in Information System Department

Experience Record

Professional Experience

Oct 2016 – Current	TSEZ Advisor Tripoli Special Economic Zone, Lebanon
Oct 2015 – Sep 2016	Business Development/Economic Zones Consultant Chamber of Commerce in Tripoli - seconded to Tripoli Special Economic Zone, Lebanon
Jan 2009 – Sep 2015	Commercial Manager, GSI Services Division Khatib & Alami, Beirut Head Quarter, Lebanon
Sep 2008 – Aug 2009	Asset Manager Jeddah Water Services (Suez Environment - France) - Jeddah, KSA
2006 – 2007	Technical consultancy for environmental projects COGIC (Environmental Consultancy Firm)
Jan 2004 – Sep 2008	GIS Manager Ondeo Liban (Suez Environment – France) - Tripoli, Lebanon

Teaching Experience

October 2014 – Present	Geomatics and Geospatial Information Management Instructor Manar University of Tripoli, Lebanon
October 2012 – Present	Public Relations, Project Management, Organizational Behavior, Operations Management & Quantitative Methods of Business Decisions Instructor University of Tripoli, Lebanon
2008	Engineering and Computer Programming Instructor American University In Lebanon (AUL), Lebanon
2007 – 2008	Computer Programming Instructor American University of Technology (AUT), Lebanon
2003 – Sep 2008	Computer Programming Instructor Tripoli Technical College
2003	MS Office Instructor Formatech Training Center

Attended Conferences

Mar 2017	Information and Communication Technologies in Organizations and Society 2017 – Paris, France
Sep 2016	The 10 th Mediterranean Conference on Information Systems 2016 – Cyprus
May 2016	Med – Mobil Conference 2016 – Italy
April 2015	Crisis & Disaster Management Workshop 2015 – KSA
March 2015	Esri Business Partner Conference 2015 – USA
June 2014	World Cities Forum 2014 – Singapore
Dec 2013	Oman Geo-Expo – Muscat Oman
Oct 2013	Esri EMEA User Conference – Munich
May 2013	Microsoft Industry Conference – Dubai
Feb 2013	GISWORX – Dubai
Jan 2013	DGI 2013 London – UK

Oct 2012	PMI Lebanon Chapter Conference Beirut – Lebanon
Oct 2012	Discover GIS 2012 Kuwait City – Kuwait
Jun 2012	Municipal Forum 2012 Beirut – Lebanon
May 2012	ART-ISI@MED 2012 Launching & Training Workshop Beirut – Lebanon
May 2012	Intelligence Security and National Resilience Conference 2012 Abu Dhabi – 2012
May 2012	Airports, Aviation & Logistics Exhibition 2012 Jeddah – KSA
Mar 2012	Geospatial Intelligence Middle East 2012 Abu Dhabi 2012
Jan 2012	Esri Business Partner Conference 2012 Dubai – UAE
Dec 2011	Eye on Earth 2011 Abu Dhabi – UAE
Nov 2011	Esri Middle East and Africa User Conference, Beirut, Lebanon
May 2011	EMEA Telecom Meeting 2011 – Germany
Apr 2011	Saudi Lebanese Forum 2011 –Lebanon
Mar 2011	GISWorx 2011 – UAE
Sep 2010	ArcGIS 10 Rollout – Lebanon
Jul 2010	ESRI User Conference 2010, San Diego – USA
May 2010	5 th Arab Conference on Geographical Names – Lebanon
Apr 2010	K&A GIS Solutions in Erbil – Kurdistan Iraq
Apr 2010	Erbil Green Belt Master Plan – Kurdistan, Iraq
Mar 2010	Cellular Expert Seminar, Beirut – Lebanon
Mar 2010	UN Habitat program to support the decentralization in Lebanon – Lebanon
Feb 2010	GIS World 2010, Dubai – UAE
Dec 2009	Gulf Traffic Exhibition & Conference, Dubai – UAE
Nov 2009	Middle East and Africa GIS User Conference, Manama – Bahrain
Oct 2009	GIS for Business Development, Saida – Lebanon

Oct 2009	1st Imagery Seminar (ESRI Lebanon), Beirut – Lebanon
Sep 2009	Sustainability in Daily Life and Design Practices Seminar, Beirut – Lebanon
Nov 2008	GIS Day in Jeddah – KSA
Jul 2008	Project Management Training in Suez Environment Offices Paris – France
Dec 2005	Middle East and Africa GIS User Conference, Sharm El-Sheikh – Egypt

Selected Publications

“GE-GOVERNMENT: A Geographic Information based E-GOVERNMENT Citizens’ Adoption Framework”, Conference paper, MCIS 2017, Genoa, 2017.

“Do Geographic Information based services influence E-government Citizens’ Adoption?”, Conference paper, ICTO Conference, Paris, 2017.

“The Impact of CSR on Buying Behavior: Building Customer Relationships”, Management Journal, 2016.

“An open educational resources for increasing the Geographic Information awareness of business leaders”, Conference paper, 10th Mediterranean Conference on Information Systems, Cyprus, 2016

“Entrepreneurship Barriers and Entrepreneurial Inclination in Lebanon”, Management Journal, 2016

“Improving the Emergency & Disaster Operations using the IOC/GIS smart platform”, Proceeding of Prince Meqren Bin Abdulaziz Chair for Crisis & Disaster Management Workshop, Jeddah – KSA, 2015

“Face Recognition using Recursive Fisher Linear Discriminant”, Master Thesis, University of Balamand, 2007

“MPLS vs. ATM technologies”, Master Thesis, University of Balamand, 2003

“Matrix Operations Interface”, Master Thesis, Lebanese University, 2001

Technical Background

Operating Systems	Windows and Unix (Linux)
Programming Languages	PASCAL, C, C++, JAVA, Matlab, LabView, VBA and Visual Basic
Database Languages	SQL Server 2000 & 2005, Oracle 10g, MS Access
MS Software Tools	Word, Excel, PowerPoint, Project, Visio

Special Packages Hydraulic Modeling Software (EPANET and MWH)
Engineering (AutoCAD)
Telecom (OPNET)
Project Management (PRIMAVERA, MS Project)

GIS Software Packages Esri ArcGIS (Desktop & Extensions), Esri ArcGIS Server, ArcGIS Explorer

Languages

	Reading	Speaking	Writing
Arabic	Fluent	Fluent	Fluent
English	Very Good	Very Good	Very Good
French	Very Good	Good	Good