

Georges Khoury

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Professional Experience

Managing Director (Apr 2017 - Present)

Crowd Powered – Beirut (Lebanon)

Solar Photovoltaic Power

Responsibilities:

- Setup the company including incorporation, logistics and recruitment of staff
- Manage operations, sales and marketing
- Develop algorithms for online equipment selection and savings' calculations
- Develop hybrid solutions (solar / storage / diesel generating sets)

Achievements:

- Launched online platform for businesses and residences solar PV

General Manager Power Division (Sep 2012 - Mar 2017)

Site Technology – Riyadh (KSA)

Power Equipment Trading and Contracting (Data Centers, UPS, Generating Sets)

Responsibilities:

- Oversee operations for the whole of KSA
- Responsible for P&L of Power Division
- Lead a permanent team of 20 in KSA.

Achievements:

- Multiplied the yearly turnover by 10 since joining
- Recruited 15 team members of all levels
- Established the Jeddah and Khobar branches, including infrastructure setup and sales and service team recruiting and training.

General Manager (Jan 2008 - Aug 2012)

Sakr Energy Solutions – Doha (Qatar) and Muscat (Oman)

Temporary Power Solutions

Responsibilities:

- Oversee operations for Qatar and Oman
- Responsible for P&L of Qatar and Oman
- Lead a permanent team of 15 in Qatar (100+ fleet of generating sets)
- Manage a project team of 100 in Oman.

Achievements:

- Boosted the turnover of the Qatar branch by 200% in 2011 and again by 150% in 2012
- Monitored a 40MW project in Oman and ensured its completion within time and budget
- Established the company in Qatar: legal incorporation, setting up of infrastructure, recruitment of administrative team, sales and service team
- Set up the branch in Oman: legal incorporation and administrative framework.

**Dubai Branch Manager (Jan 2006 - Dec 2007) / Area Sales Manager (Jan 2005 - Dec 2005)
Sakr Power Systems – Halat (Lebanon) and Dubai (UAE)
Manufacturing and Sales of Diesel Generating Sets****Responsibilities:**

- Headed the sales and service team comprising 3 personnel in Jebel Ali Free Zone, Dubai, UAE
- Developed sales channels for the GCC market
- Supported key accounts (Aggreko, GE Energy Rentals, KBR).

Achievements:

- Established Dubai branch and commenced operations
- Set-up the UAE direct sales and service divisions in Dubai with an annual turnover of USD 4 million
- Developed in-country sales channels for Kuwait, KSA and UAE with an annual turnover of USD 6 million.

Qualifications

- Executive Master of Energy Management / ESCP Europe, London, UK / 2012
- MBA (Management) / École Supérieure des Affaires, Beirut, Lebanon / 2001
- BE (Mechanical) / American University of Beirut, Lebanon / 1994

Certifications

- American University of Beirut – Pro-Green Diploma in Renewable Energy
- CNET (UK) – Certified Data Centre Design Professional (CDCDP)
- Carnegie Mellon University (Qatar) - Corporate Innovation and Entrepreneurship Certificate
- IIR – Contract Drafting for Non-Lawyers

Personal Details

- Date of Birth: December 12, 1972
- Languages: Arabic, English and French.