

# Ali Khalil

Beirut, Lebanon | Lebanese  
Email: a.khalil@eternal-i.com | Phone: (+961) 70 756875  
LinkedIn Profile: www.linkedin.com/in/eternali



## Highly Skilled Agile Project/Practitioners Manager With 15+ Years of Experience

<b>Hard-working</b>	<b>Agile Team Leadership</b>
<b>Cross-functional Teamwork</b>	<b>Communication Skills</b>
<b>Scrum Master</b>	<b>Project/Product Management</b>
<b>Visionary &amp; Strategist</b>	<b>Remote Worker</b>

**Degree** : BA, Multimedia, USEK, Lebanon (2007)  
**Languages** : English, Arabic, and French  
**Industries** : Multimedia, Technology, and Leadership

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### EXPERIENCE

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#### Senior Project Manager, International Blockchain Consulting Group **2021 - Present**

- **Systematized and exponentially scaled the sales operation** from two deals per week to an average of two deals per day.
- Helping the team set OKRs with continuous follow up
- Coordinating the efforts of a **cross-cultural remote team** in different time zones.
- **Creating full sales funnels** through the power of Airtable database, Integromat, and other tools.
- **Pitching incubated projects to partner venture capitals** to acquire additional investments for the projects.
- Currently focused on building the company's additional sales funnels and accounting tracking.

#### Senior Project Manager, eternal-i **2007 - Present**

- Performed agile project management as a **scrum master** by holding daily standup meetings and efficient sprint reviews for the teams.
- Supervised the development of many websites for local brands and businesses including Café Younes (Food & Beverage), Darine Hamze (Actress), Naggiar (Industrial), Sursock Museum (Arts), and Mind The Gap (Design).
- Managed and **mentored a team** of up to 10 members, including junior and senior developers, copywriters, and graphic designers to ensure timely project delivery while ensuring the team's personal growth and new skills acquisitions.
- **Established relationships and liaised with clients** to secure contracts and new projects.
- Created schedules and cost estimates that align with business objectives, deadlines, budgets, resources, and deliverables.
- Collaborated with the clients to ensure that my team delivered the highest quality results on schedule and within scope and budget.
- Contributed to the team's problem-solving efforts and conflicts by listening and helping them reflect on the situation at hand.

- Managed the development, implementation and production of three main technological products, from a customized CRM, Private Social Network, and a public training resources platforms for a niche market with thousands of users.
- Participated in **organizing a leadership development event** that was attended by 2,500 people.
- Provided direct oversight for the follow-up efforts with those attending this event, specifically **managing a one million dollar budget**, and a global team comprised of 31 members while overseeing leaders whose aim was to lead 100,000 better trained global leaders for 4 years.
- Reached 386,000 trainees, thereby overachieving the target number **by 386%**.
- **Completed all tasks remotely**, cultivating an inspiring and motivating work environment for our team that ensured productivity.
- **Increased team effectiveness by systematizing and automatizing our work**, which allowed for more efficient procedures, meetings, and tasks.
- Regularly performed assessments and provided reporting to management so the entire organization remained aware of the progress, risks, and concerns with the project.

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**EDUCATION**

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**Bachelor, Multimedia**

**2007**

Holy Spirit University of Kaslik, Lebanon

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**LinkedIn Recommendations**

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**Melissa Krispense**

**2021**

Executive Assistant to the President's Office at RREACH

*Exceptional intellect - with ideas and with people*

*Excellence*

*Strong understanding of team dynamics, equally able to serve as part of or to lead a team (including in a context of varied nationalities)*

*Efficiency*

*Astute opportunity perception (more than problem-solving)*

*Future-oriented*

*Intentionality*

*Strategic thinking*

*These are just a few of the things that come to mind when I consider what Ali Khalil can contribute in any situation or environment. I know few people who exhibit the intelligence he has in both educational knowledge and relating to people. I learned a great deal on many levels while working with Ali for more than five years. And I consider him a personal friend. This man is a gem.*

**Mona Bourgress**  
Project Manager, IBC Group

**2022**

*The best way to describe Ali is by saying he is "the problem solver", he is a composed decision-maker, organised and technically savvy operator, always discovering new software and systems he could implement into the company to make our work easier and more efficient.*

*From day one he got pushed into a new project which had no system yet, no clear vision, and it was him that turned it into an operation that is being implemented in all the company right now due to its proven success.*

*As for his managerial side, Ali is a beautiful human being, leading the team by pushing every single person working with or under him to give out the best version of themselves and emphasizing their strength thus leading them to prove themselves even further.*

*Seeing the workplace through Ali's eyes was refreshing and enlightening.*

**Martin Penchev**  
Marketing Specialist & Crypto Investor

**2022**

*If you need to optimize the process or work a problem out, you talk to Ali, he quickly notices patterns that can be iterated upon and improved. Works closely with you until a reliable solution is implemented and tested out. Always a pleasure to brainstorm solutions*

**Teko Bailey**  
Life Coach

**2021**

*Ali is one of the most dynamic and gifted leaders I've had the privilege of working under. He was highly knowledgeable, and his leadership was second to none. He is a gentleman of much integrity, passion and commitment to his field. A highly skilled, strategic and creative individual who will tip the scales for any organization he works in. He has a unique combination of strengths that allows him to connect relationally with people of various ethnicities while keeping the team focused on the tasks.*