

Dr. Elsa EL HACHEM-KIRBY

London – U.K
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Age: 29 years old
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Doctor and independent consultant. Experience in different sectors and countries. Polyglot (english, arabic, french, portuguese, spanish and italian) and multicultural (Brazil, France, Ireland, Lebanon, Sweden, U.K). Project and team management.

Professional experience:

- 2013-on-going : **Independent consultant**, London
Economic / Business Consultancy for a variety of clients, (incl. Policy Economics, Consumer Focus, Ocean...)
- 2008-2012: PhD in **Sociology, Paris Sorbonne Cité, « Très Honorable »**
Title: *The Lebanese entrepreneurs in São Paulo. An upward social mobility.*
Researcher
Preliminary research in Paris & Lebanon. Field work in *São Paulo* (Brazil, 2009-2011). **Networking** for interviews (100). Frequented local brazilian-lebanese entrepreneurial elites. Wrote **440 pages. Quantitative analysis & qualitative reasoning** about social and entrepreneurial dynamics.
- Oct. '06 -
Mar. '09: **Europe Economics**, Economic consultancy, **London**
Economic analyst
Consultancy about public policies for a variety of *clients* (European Union, national governments, regulators & private companies), on a variety of *projects* (policy impact assessments, analyses...) in different *sectors* (Energy, Financial services, Pharmaceuticals, Post, Telecoms...). Project *management: research, analysis* and report *writing*. Tendering. *Coordination* with collaborators & clients. *Networking*.

Professional experience in international consultancy:

- Oct. '10-
Oct. '11 : **Câmara de Comércio Brasil- Libano/ Lebanese-Brazilian Chamber of Commerce (CCBL), São Paulo**
Consultancy (part-time)
Elaboration of the Chamber of Commerce's new framework. New personnel hired. *Development* of new *services, activities & events* for the CCBL.
Identification & prospection of potential clients and their needs. Team *coordination & supervision. Networking* at different types of events (dinners, conferences, interviews...).
- Jan '13 -
On-going: **Planetic, French company invested in sustainable development, Paris**
In charge of business development (part-time) in Brazil and the U.K

Education:

- 2008- 2012: **PhD in Sociology, Paris Sorbonne Cité, « Très Honorable »**
Thesis: *The Lebanese entrepreneurs in São Paulo. An upward social mobility.*
- 2005-2006: **Master in Economics, Honours, University of Dublin, Trinity College, Dublin**
Dissertation: *An Empirical investigation on the Economics and Socio-demographic Variables which did or did not influence the Voter's choices during the elections: The Case of France (in 2002).*
- 2001-2005: **BSc in Economics & Management, La Sorbonne University, Paris**
- 2002-2005: **BSc in Sociology & Economics, Institut Catholique de Paris**
- 2000-2001: **Baccalaureat in Economics and Social Sciences, E.A.B.J.M. – Bilingual School (English/French), Paris**

Languages & Other

Mother Tongue*: *English, French & Arabic*. Fluent in *Portuguese* and conversational in *Spanish & Italian*

I.T : Statistical analysis programmes (including STATA). Mastery of Microsoft Office

* Exposed to three languages from birth (the three spoken at home)

Hobbies:

- Piano, dance, swimming, basketball, reading & travelling.
- **Multicultural life experiences:** *Beyrouth*, 1984-1989/*Dublin*, 1990/ Primary and secondary school as well as BSc in *Paris*, 1991-2005/ MSc in *Dublin*, 2005-2006/ Work in economic consultancy in *London*, 2006-2009/Life experience in *Göteborg* (Sweden), 6 months, 2009/Work & research in *São Paulo* (Brazil), 2009-2011

References available