



Address in the UAE

Silicon Oasis
Dubai
+971-50-7191938 Mobile

lama@jrbusinessconsultancy.com

Address in the USA

49982 Ash Ct.
Plymouth, Michigan 48170
(734) 754-1237 Cell

Lama A. Makarem

- Master Soft-Skills Training Consultant / Trainer (both Face to Face classroom and Virtual trainings)
- PhD candidate in Business Leadership – Capella University - Minneapolis, Minnesota USA
- Masters in Business Administration (MBA) -Wayne State University-Detroit, Michigan, USA
- Bachelor of Arts in Clinical Psychology - The Lebanese University - Beirut, Lebanon
- Bachelor of Science in Business Administration - Lebanese American University - Beirut, Lebanon
- 13 years of experience in higher education teaching
- 16 years of experience in consultancy, coaching, and training
- Fluent in both English and Arabic

In 2008, Lama and her husband, Samir Makarem, have founded J&R Business Consultancy in the UAE. J&R is a consultancy and training company offering exclusive business consultancy services along with developing and delivering training programs to various industries including the automotive, telecommunication, media, retail, education, legal, banking, and government sectors.

Lama has an intensive and extensive background. Her 20+ years of consultancy, teaching, and training experience are evident in the various contemporary and advanced business topics that she has taught, consulted, and trained on in the USA and the MENA region.

Currently, Lama's expertise is being dedicated mostly into management leadership and consultancy in various industries offering a series of auditing services, coaching and training programs throughout North America, the GCC, and MENA Regions.

Lama has completed her Ph.D. coursework in Business Leadership with Capella University in the US. With distinction, Lama has graduated with an MBA in Management and Finance from Wayne State University, one of the leading universities in the state of Michigan, USA. She had completed her undergraduate studies in Business Administration at the Lebanese American University in Beirut.

Lama has a dual citizenship; American as well as Lebanese, thus giving her the privilege of being exposed to both western and Middle-Eastern cultures and consequently being fluent in both languages; English and Arabic.



Objective

Mission to Empower

Professional Experience

July 2008 – Present

UAE, USA

J&R Business Consultancy

Co-owner / Business Consultant and Trainer



Co-founder of “**J&R Business Consultancy FZE**”, a consultancy and training company in the UAE offering various business consultancy services, along with developing and delivering training programs for various industries including the automotive, telecommunication, media, retail, education, legal, banking, government sectors, and more.

Some Clients and Assignments:

Government Sector:

- The Central Bank of the UAE
- The Ministry of Human Resources and Emiratization, UAE
- Road Transport Authority, UAE
- The Ministry of Foreign Affairs UAE
- Abu Dhabi Police
- Real Estate Development Fund, KSA
- The Ministry of Defense, KSA
- The Ministry of Finance, Qatar
- Ministry of Culture, KSA
- Royal Commission for Riyadh City (RCRC)
- Dubai Electricity and Water Authority
- The General Authority of Zakat and Tax, KSA
- National Center for Privatization, KSA
- KAUST (King Abdullah University of Science and Technology) KSA
- BAYANAT, UAE
- Tahakom, KSA
- GAMI, KSA
- SIRC, KSA
- Diriyah Gate Development Authority DGDA, KSA
- ADNOC, UAE

Automotive Sector

- JLR - Jaguar Land Rover
- Honda
- Nissan
- Borgward
- Rolls Royce
- GAC Motors

Private Sector



- Price Waterhouse Cooper MENA
- Johnson & Johnson MENA
- Novartis, MENA
- National Bank of Fujairah, UAE
- Dar Yas, Abu Dhabi
- National Bank of Abu Dhabi
- Paris Gallery, UAE
- Al Rajhi Bank, KSA
- Al Arabi Bank, KSA
- STC, KSA
- ARASCO, KSA
- Wide Impact / SABIC

Areas of Expertise: Leadership, Management, Communication, Coaching, Sales Process, Customer Experience, Organizational Behaviors, Team Building, Change Management, Knowledge Management, Critical Thinking and decision Making, Conflict Resolutions, Performance Management, Women Empowerment, Diversity and Inclusion...

Teaching Experience

Higher Colleges of Technology

August 2005 – June 2008 Al Ain, UAE

Faculty of Business



Baker College Corporate Services

Winter 1997 – Summer 2005 Michigan, USA

Faculty of Business



Other Experience

This End Up Furniture

1995 –1997 Michigan, USA

Store Manager



Saks Fifth Avenue

June 1994 – July 1995 Michigan, USA

Customer Excellence Agent





Multi Language Communications for Interpretations & Translations 1993 – 1994 Michigan, USA

Interpreter

Publications



Contributing Author - Training Magazine Middle East



Contributing Author - LinkedIn Articles

Education



CAPELLA
UNIVERSITY

2010-ABD

PhD in Business Leadership

Capella University Minneapolis, **Minnesota USA**

1996

Masters of Business Administration (MBA)
Concentration in Finance and Management

Wayne State University, Detroit **Michigan USA**



الجامعة اللبنانية
UNIVERSITE LIBANAISE

1993

Bachelor of Arts in Clinical Psychology

The Lebanese University **Beirut, Lebanon**



1992

Bachelor of Science in Business Administration

Lebanese American University **Beirut, Lebanon**

Awards

Teaching Excellence Award - The Association of Collegiate Business Schools and Programs -
Overland Park, KS, USA. Awarded in New Orleans, Louisiana USA, June 2008

Training Accreditation- Jaguar Land Rover UK Academy, 2018



Languages

- English
- Arabic

Citizenship

USA / Lebanon

References

Upon Request