



Fatima Khitous

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EDUCATION

Doctor of Philosophy (PhD), Management, finance and accounting, and industrial engineering, September 2017- in progress. Carlo Cattaneo University (LIUC), Castellanza, Italy

Master of Business Administration (MBA), Strategy and International Business, September 2008- June 2010. California State University, California, USA

Magistère (Master), Marketing Management, September 2005- June 2009. Ecole Supérieure de Commerce (ESC), Algiers, Algeria

Licence (Bachelor), Finance, September 2000- June 2004. Ecole Supérieure de Commerce (ESC), Algiers, Algeria

Academic Research

The role of culture in determining consumers' behavior, the case of adoption of new products by Algerian consumers. Master's thesis. June 2009. Ecole Supérieure de Commerce d'Alger (ESC), Algiers, Algeria

The impact of the creation of Joint-Venture companies on the economic development of Algerian economy. Bachelor's thesis. June 2004. Ecole Supérieure de Commerce d'Alger (ESC), Algiers, Algeria

PROFESSIONAL EXPERIENCE

Freelance Consultant, Teacher (undergraduate and postgraduate students), January 2016- July 2017, Algiers, Algeria

- Create and implement training programs.
- Deliver course sessions.
- Create and manage documentations and communications related to covered topic (multimedia visual aids, videos, articles and case studies).
- Set performance metrics, conduct performance evaluations and provide performance feedback.
- Supervise dissertations, and participate in the jury committee for the evaluation of students' dissertations.

Experienced Senior, Advisory, 1st April 2012 to 31st August 2015, KPMG (Advisory services), Algiers, Algeria

- Work with organizations to determine long-term goals, identify growth opportunities and implement action plans.
- Lead client interviews to understand complex business issues and to assure assignments progress.
- Complete and manage client work in accordance with established budgets, quality standards, and timeframes.
- Conduct current state assessments, industry and competitor research and gap assessments.
- Develop flexible financial models and perform financial forecasting, analyses and modeling.
- Develop, conduct and coordinate financial analyses, reports and presentations to facilitate business decisions, including acquisitions and capital raising.
- Conduct business and financial (e.g. industry analysis, competitive position, growth prospects) diligence and evaluate new investment opportunities
- Participate in valuations of companies for mergers and acquisition or for Initial Public Offering.
- Conduct periodic macroeconomic assessment based on publications of local and international institutions (e.g. World Bank, IMF, OBG).
- Work with senior managers to develop and present the firm offerings to the market.

Assistant to Managing Director, 1st June 2011 to 31st January 2012, Imara Trading, Algiers, Algeria

- Managing import operations and closely follow the functioning of projects on site.
- Work closely with commercial banks and the central bank to resolve any delay in suppliers' money transfer.

Client Advisor, 3rd July 2005 to 7th August 2008, Orascom Telecom, Algiers, Algeria

- Resolve service issues by clarifying customers' complaints; determining the causes; selecting and explaining the best solutions; expediting correction or adjustment; following up to ensure resolution.
- Advise customers; collect data related to their preferences and expectations and receive payments.

AWARDS and HONORS

- Fulbright Scholarship, 2008-2010, awarded for high academic achievement.

SPECIAL SKILLS

- Proficient in Microsoft Excel, PowerPoint, and Word.
- Ability to use qualitative and quantitative methods.
- Ability to use advanced statistical methods, i.e. regression analysis.
- Fluent in English (C1), French (C2) and Arabic (Native).

Main Interests

- Strategies for development of SMEs
- Circular economy & Social economy
- Other topics in management research