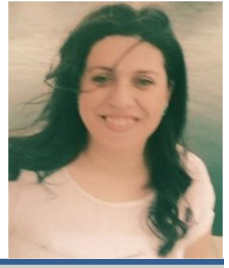


JANE G. HANNA

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CAREER OBJECTIVE

Experienced Grants Innovation and Entrepreneurship Adviser with a demonstrated history of work on funded projects development and management, a research professional with a Master of Science from The University of Edinburgh

CORE COMPETENCIES

- ♦ Grant proposal writing skills
- ♦ Project Management
- ♦ Entrepreneurship Training & business mentoring
- ♦ Work under strict deadlines
- ♦ Detailed and Organized
- ♦ Funding Programmes familiarity

PROFESSIONAL EXPERIENCE

Incubator Program Manager of **MASHREQ Tourism Incubator** and **AAST Youth Incubator**

The Arab Academy for Science, Technology, and Maritime Transport (AASTMT) (**March 2019 - Present**)

- ♦ Developing, Managing, and scaling the **Incubation** Programs **MashreQ Tourism Incubator** and the **Youth Incubator** leading to formation of sustainable startups: this includes providing all Marketing, Financial, Technical, and legal services.
- ♦ Maintaining a diversified growing network of mentors & collaborators

Director of Heliopolis University Entrepreneurship Center for Social Impact (ECSI)

Incubator Manager at ECSI Agri-Food Business Incubator “ESTEDAMA” (**January 2017 - February 2019**)

- ♦ Overall planning and managing the Centre objectives, annual plans, activities, and resources
- ♦ Developing and maintaining the center marketing plan to promote the programs offered on and off-campus
- ♦ Developing and maintaining the center fundraising plans and ensure its financial sustainability
- ♦ Designing and developing **Pre-incubation** Services e.g. Ideation workshops, Boot camps, etc.
- ♦ Developing and up scaling the **Incubation** Program “ESTEDAMA” leading to formation of sustainable startups: this includes providing all Marketing, Financial, Technical, and legal services.
- ♦ Maintaining a diversified growing network of mentors & collaborators

Achievements:

- ♦ Completed Agri-Food Incubation cycle of “ESTEDAMA” and graduating 6 successful startups
- ♦ Providing Pre-incubation Services for 150 entrepreneur
- ♦ Implementing the first social entrepreneurship joint program with ASHOKA in Egyptian Universities
- ♦ Establishing ENACTUS, HULT Prize Student Chapters at HU

Research and Innovation Adviser

Heliopolis University for Sustainable Development (**April 2008 - Present**)

- ♦ Participating in defining the university research and innovation priorities
- ♦ Identifying and developing the research profiles and expertise of university staff and researchers
- ♦ Providing wide range of **Pre-Award** services to University staff: Dissemination of calls, proposal writing, budget preparation, proposal submission, and donor negotiation
- ♦ Providing wide range of **Post-Award** services to University staff: project technical and financial management, report writing, reports submission, and audit visits

- ♦ Founding the Heliopolis University Entrepreneurship Centre

Achievements:

- ♦ Preparation & Submission of more than 140 project proposals under different Research & Innovation areas: sustainable agriculture, Food, clean energy, health, resource management, innovation, entrepreneurship.
- ♦ Extended expertise with different Funding Programs: H2020, Erasmus+, Europeaid, ASRT, USAID, etc.
- ♦ Management of more than 45 funded Project.
- ♦ Developing Research Funding of more than 100 Million EGP

Senior Grants Officer

Technology Management & Marketing Unit

VACSERA: The Holding Company for Biological Products & Vaccines (2004 - 2008)

- ♦ Participating as member of the FP7 Biotechnology National Contact Point (NCP) Team
- ♦ FP6 Focal Point for the Ministry of Health & Population
- ♦ Conducting Information days, dissemination events for raising awareness on EU funding and FP6 calls
- ♦ Building database for Ministry of Health and Population researchers under the Health Theme

Achievements:

- ♦ Preparation & Submission of 3 FP6 proposals
- ♦ Managing EC-FP6 funded project

Examples of Developed and Managed Funded Projects:

- ♦ Boosting Cross-Border Organic Ecosystem through enhancing Agro-Food Alliances - ORGANIC-ECOSYSTEM (ENI 2019 - 2022)
- ♦ Demonstration of Water Loops with Innovative Regenerative Business Models for the Mediterranean Region, HYDROUSA (H2020, 2018-2022)
- ♦ Towards Better Livelihood for Upper Egypt Farmers via Integrated and Advanced Collection, Sorting, Drying and Packing Services, FAS (USAID-Ftf, 2018-2020)
- ♦ Agro-Food Industries Alliance, AGFA (ASRT, 2018-2020)
- ♦ Establishment of the Heliopolis University Entrepreneurship Centre for Social Impact (ECSI) and affiliated Business Incubator "ESTEDAMA" (USAID-SEED, 2017-2019)
- ♦ Reusing waste water from desalination process to achieve ZERO liquid discharge cycle (ASRT, 2017-2019)
- ♦ Developing Higher Education Student & Staff Bilateral Mobility with EU Universities (BC Naklo - Slovenia, Maribor University - Slovenia, Alanus University – Germany, ZUYD University - Netherlands) (EC Erasmus Plus Programme, 2015-2017)
- ♦ The Knowledge-Triangle Platform for the Water-Energy-Food Nexus, TriNex (EC TEMPUS, 2013-2015)
- ♦ Heliopolis University Innovation Platform (EU-Egypt RDI2 Programme, 2014-2015)
- ♦ Natural Anti-Hypertensive and Anti-Diabetic Drugs, NAAN (EC FP7 Programme, 2009-2013)
- ♦ Mediterranean Science, Policy, Research & Innovation Gateway, MEDSPRING (EC FP7, 2010-2014)
- ♦ Heliopolis Academy Innovation Award, INNOVA (EU-Egypt RDI Programme, 2009-2010)

Entrepreneurship and Start-ups Mentorship

- ♦ Mentor at GIZ 2Win Start-ups Mentorship Program (March 2019 - Present)
- ♦ Mentor at ChangeLabs Impact Accelerator (July 2019 - Present)

Keynote Speaker in International Conferences:

- ♦ International Green Opportunities for Developing Economy Conference – Cyprus 4-6 October 2019
- ♦ The 2nd World Conference on the Revitalization of the Mediterranean Diet – Palermo 15-17 May 2019

EDUCATION

EURO-MEDITERRANEAN UNIVERSITY (EMUNI), PIRAN, SLOVENIA

DIPLOMA ON EURO-MEDITERRANEAN INNOVATION AND ENTREPRENEURSHIP, AUGUST 2018

UNIVERSITY OF EDINBURGH, EDINBURGH, UK

MSC OF NEXT GENERATION DRUG DISCOVERY AND DEVELOPMENT, JULY 2018

- ♦ Class of Award: With Merit

CAIRO UNIVERSITY, CAIRO, EGYPT

BACHELOR DEGREE OF PHARMACEUTICAL SCIENCES, MAY 2003

- ♦ Grade: Very Good

TRAINING COURSES AND CERTIFICATIONS

- ♦ Advanced ToT Programme on “Establishing and Running a University Based Incubator” - By: Babson College, USA (Sep. 2017)
- ♦ Certified Trainer for “She Means Business” Programme - By: Facebook Team (Feb. 2017)
- ♦ “Helping Youth Creating Viable Businesses” Programme - By: International labor Organization “ILO” (Dec. 2015)
- ♦ ECQA Certified EU Project Manager - By: European Certification and Qualification Association (ECQA) Vienna (Nov. 2015)
- ♦ Getting to know and work with the EU to develop investments & SMEs in the Mediterranean - By: EUROMED Invest Academy, Brussels (Jun. 2015)
- ♦ Advanced Training for “EU Proposal Writing” Professionals - By: ShERACA Project (Apr. 2013)
- ♦ Training Seminar for European Commission Grant Advisors and Information Multipliers - By: EU-Egypt Research, Development and Innovation Programme (RDI) (Feb. 2013)
- ♦ Training on "How to write FP7 Competitive Proposal" - By: Hyperion Ltd. Ireland (Jan. 2009)
- ♦ Intellectual Property Management - By: World Intellectual Property Organization, WIPO (Oct. 2004)

ADDITIONAL SKILLS

- ♦ Grant proposal writing
- ♦ Project management
- ♦ Ability to take initiatives in developing new project ideas
- ♦ Communication, Presentation, and Negotiation Skills
- ♦ Ability to work independently as well as in a Team
- ♦ Good orientation to details
- ♦ Ability to work under stress and strict deadlines
- ♦ Ability to work flexible hours and to handle heavy work loads
- ♦ Excellent Computer skills

LANGUAGES

- ♦ Arabic: Mother Tongue
- ♦ English: Fluent Speaking, Reading & Writing
- ♦ French: Fair

All Certificates and Document Can Be Delivered Upon Request