

Sherif Hanna



Sherif Hanna is Managing Partner at Beacon Economics, LLC. Mr. Hanna has over 30 years of operations management experience and guides the long-term direction of the firm, establishing short-term goals, objectives, and strategies to achieve that vision. He also oversees the Economic, Fiscal, and Social Impact Analysis practice area, one of the firm's core competencies. Mr. Hanna has helped build Beacon Economics' name and client base through a focus on customer service and by creating strategic partnerships with key business and community institutions and organizations. He works extensively with senior executives in state and local government and at Fortune 500 companies that span industries such as manufacturing, banking and finance, insurance, real estate, and global trade. He is responsible for continually improving and expanding product lines and business development strategies, and for overseeing critical roles at the firm that affect client service, growth, administration, and the professional development of staff. He honed his managerial and strategic planning skills at both small and large companies and has particular expertise in workflow re-engineering, start-up management, and business development.

Prior to joining Beacon Economics, Mr. Hanna was Managing Director of the UCLA Anderson Forecast where he identified areas of underperformance and refined operations to ensure higher levels of productivity. Earlier in his career, Mr. Hanna was Senior Vice President of Consulting Sales and Strategic Alliances at The Advisory Company, and prior to that he was Vice President of Technology Sales and Business Development for AnnuityScout where he was responsible for national sales and account management of groundbreaking B2B and B2C technology. He also served in executive positions at American General Corp.

A lifelong Los Angeles native, Mr. Hanna serves on the Executive Committee of the Central City Association (Los Angeles). He holds a B.A. in Political Science from California State University at Northridge.