

LAMIAA ZRARA

Dedicated and skilled professional seeking a Channel or Distribution Management position in a high-level professional environment. Bringing extensive knowledge of several analytical, management, sales, and decision-making tools that can confer a profound advantage to the company.

EDUCATION

- Fall 2018

Exchange program

University of Dayton

Ohio, United States

Contributed to an exchange program at the University of Dayton.

Studied Engineering and Math classes.

Semester GPA: 4.0/4.0
- 2021

2016

Bachelor Degree

Al Akhawayn University in Ifrane

Ifrane, Morocco

Bachelor of Science in Engineering and Management.

Minor in Finance.

Honors: summa cum laude (Cumulative GPA: 3.99/4.0).

SELECTED POSITIONS

- present

Feb-21

Inside Distribution Manager

Hewlett Packard Enterprise (HPE)

Casablanca, Morocco

Analyzing and managing the key aspects driving the partner and distribution ecosystem.

Orchestrating distribution business opportunities, especially within the Runrate business.

Building roadmaps with distributors and partners and monitoring their performance.

Deploying analytical tools to assess past performances and forecast quarterly sales targets.

Conducting benchmarking analysis to price stocking orders and position HPE products and solutions.
- Jul-20

May-20

Risk Management Intern

OCP Group

Casablanca, Morocco

Worked with the Risk Management Department on the identification and assessment of operational and financial risks.

Applied various analytical tools to measure, predict, and mitigate potential risks.

Analyzed the different RPIs related to the company operations and value chain.
- Jul-19

May-19

Mechanical Engineering Intern

JACOBS Engineering SA

Casablanca, Morocco

Engaged in a variety of Mechanical and Civil Engineering projects.

Assisted in the different phases of the construction of a waste wastewater treatment plant.

Conducted and developed detailed analyses and simulation models and communicated the key findings with senior management.
- Certified Tutor

Al Akhawayn University in Ifrane

Ifrane, Morocco

Certified tutor in various Engineering, Statistics, Mathematics, and Finance classes at Al Akhawayn University in collaboration with the Center for Learning Excellence.



CONTACT

- ✉ lamiaa.zrara@gmail.com

🌐 https://github.com

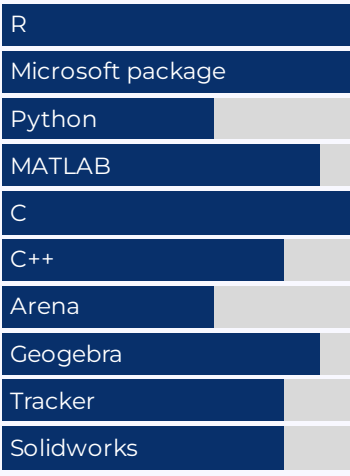
/LamiaaZrara

🔗 https://www.linkedin.com

/in/lamiaa-zrara-T14655148/

📞 (+212) 617205470

LANGUAGE SKILLS



OPEN SOURCE CONTRIBUTIONS




All projects available at:
<https://github.com/LamiaaZrara>

- Boston
- montyha11
- cpp-529-spr-2822
- LamiaaZRARA.github.io

MORE INFO

See full CV at
<file:///C:/Users/Lamiaa%20Zrara/Desktop/Resume%20CV.pdf>
for more complete list of Work History and Educational background.

Made w/ [pagedown](#).
Source code: <https://github.com/LamiaaZrara/Cv>.
Last updated on 2022-10-02.

	<ul style="list-style-type: none">● Student Associate Au Bon Pain📍 Ohio, the United States · Worked as a student associate and co-manager at Au Bon Pain.● Program Assistant Al Akhawayn University in Ifrane📍 Ifrane, Morocco · Certified program and teaching assistant in the Arabic and North African Studies Program (ARANAS).	
	<div> SELECTED WRITING</div>	
1-Jan	<ul style="list-style-type: none">● PORTFOLIO OPTIMIZATION USING DEEP LEARNING FOR THE MOROCCAN MARKET Undergraduate Capstone Project · Help investors identify the different market opportunities by creating a model that mainly uses the various principles of deep learning for asset allocation and portfolio optimization. · Demonstrate how deep learning, compared to other standard methods, can help in identifying and selecting the best assets for a portfolio. · Model that helps guide individual investors as well as fund managers towards the right strategies that will maximize their wealth during periods of uncertainty.	
	<div> SELECTED ACTIVITIES</div>	
	<ul style="list-style-type: none">● Active member at the Office of Multicultural Affairs and Sustainability Club.● Member of Association Savoir et Sport in Casablanca.● Member of Hand in Hand and UNICEF clubs.● Member of the Moroccan Association for Computing Machinery.● Active member and coordinator at the Moroccan Association for Human Development● CFA Institute Research Challenge team assistant.	
	<div> AWARDS AND HONORS</div>	
	<ul style="list-style-type: none">● FY21 Best Performing Employee Award at HPE.● Won the Stonehenge Competition: Best Market-oriented Capstone Project for 2021.● President and Dean list for 8 semesters.● Class of 2021 Valedictorian in SSE.● Excellence Award and merit scholarship holder at Al Akhawayn University in Ifrane.	

- Ranked 3rd in Girls Code II Competition.
- Won different contests and Olympiads in Mathematics and Sciences in high school.