

MOHAMED AKAYOUR

INTERNATIONAL BUSINESS STUDENT



CONTACT

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PROFILE

Mohamed Akayour, 19 years old university student, born and raised in Tangier, Morocco. Based at the moment in Bremen, Germany to pursue a Bachelor's degree while gaining initial experience at one of the Big 4.

Certified trilingual, and currently learning German (A2 level) and Spanish. A dedicated, passionate, and motivated individual with a keen interest in IT and Business Development.

LANGUAGES

ARABIC

Native

FRENCH

Full Professional Proficiency

ENGLISH

Full professional proficiency

GERMAN

Elementary Proficiency (A2)

SPANISH

Elementary Proficiency

EXPERIENCE & PROJECTS

KPMG GLOBAL ALLIANCES MANAGEMENT

April 22 – Sep 22

KPMG International, Industries & Accounts Team

- Supported the management of the international I&A team, with more focus on Financial Services sector and Life Sciences sector, with \$2.80Bn of combined wins.
- Established operational support in the creation of an Alliance cooperation plan for the Global Financial Services Tax Division, and took part in the proposition deck of a new cloud strategy in the FS sector.
- Worked closely with specific alliances directors to prepare various industries reports, presentations, and tasks upon request (Microsoft's digital gateway, IBM Tax, SAP S/4 HANA, Digitalization, Cloud Migration...).
- Led clients' and strategic partners' market background checks and competitive analysis in order to identify sales opportunities.
- Went on a business trip to Berlin to support conducting a smooth transition of the department to the succeeding director.
- Created catalogues of alliance-related solutions for the respective industries.
- Mapped sector-specific opportunities to client issues within the right sectors to enable the sales team.

MARKET RESEARCH FOR IPONTIX CORPORATE FINANCE

Jacobs Uni Bremen Org/HR Management Class

While working on a deal, IPONTIX needed intel on the physiotherapy market situation in the DACH region, our professor appointed the task as a passing examination for the organization/HR management class.

- Conducted, in a team of 5 people, a comprehensive presentation of the said market to C-level executives from IPONTIX in Bremen's city library.
- Had an excellent (87%) mark for the efforts rewarded by IPONTIX themselves.

OMNICHANNEL STRATEGY

Bremen-Nord

Jacobs University's community impact project. The project aims to study the impact of the residents' shopping behavior on prices, quantities, and discounts in supermarkets.

- Gathered and investigated data from local retailers, then cleaning, organized, and analyzed it to deduce digital marketing potentials in the area of Bremen-Nord.

PERSONAL WEBPAGE

Personal webpage/portfolio built purely by HTML&CSS and vanilla Javascript.

- <https://mohamedakayour.github.io/>
- In the page, you can find the projects I have worked on in different fields, including but not limited to AI detection, Web Dev...

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M
A

CERTIFICATIONS

EMPLOYER REFERENCES

Available Upon Request

SAT

The American School of Tangier / 2019

DELFB2

Lycée Regnault / 2019

TOEFL

Broadway Institute Rabat / 2019

HIGH SCHOOL REPRESENTATIVE

ENSA Tangier

"The basic paths within educational institutions" was a project sponsored by Deutsche Gesellschaft für Internationale Zusammenarbeit (giz) and initiated by career center Tangier and ENSA.

- The project consisted of testing a selected group of the highest achieving students from different schools to determine the field in which they tend to be the most productive, then coaching and orienting them towards it.
- Closed out with a visit to Fredj Hotel Tangier to witness how administrative jobs are executed within an institution.

EDUCATION

B.A International Business Administration

2020 - 2023

Jacobs University Bremen

The bachelor's degree includes international business studies, presentations, and projects.

- Courses: Introduction to international business administration, Applied project management, Marketing, Microeconomics and Macroeconomics, Research methods, Human resource management, econometrics, and Applied statistics with R.

Minor in Computer Science

2020 - 2023

Jacobs University Bremen

IT courses and skills that can be applied to all aspects of business;

- Programming in C/C++, Databases and web services, Algorithms and data structures and software engineering.

Baccalaureate in Science (in French)

2019 - 2020

Groupe Scolaire Annour

- Specialization: Applied Sciences with focus in Physics and Chemistry.
- Honors distinction (mention tres bien).

Bootcamps and extra courses

2020-present

Business analytics and statistics

- Business Analytics with Coursera.
- Business Analysis and Process Management.
- Data Analysis with MS Excel

SKILLS

- Data Analysis
- Strategic Project Management
- Programming
- MS Office