

OMAR ALIEH

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PROFESSIONAL SUMMARY

Trilingual professional, creative thinker and problem solver with a mixed background in technology, business and economics. Ability to manage projects, contribute as an efficient team member and make sound decisions in fast-paced environments. Focused on driving technologies to make a positive impact on organizations.

EDUCATION

IE School of Human Sciences and Technology

Master's Degree in Computer Science and Business Technology (3.5 GPA)
IE Foundation Scholarship

Madrid, Spain

Sep 2019 - Jul 2020

American University of Beirut

Bachelor of Arts in Economics (3.2 GPA with a 3.5 GPA in major courses)

Beirut, Lebanon

Aug 2016 - Jun 2019

PROFESSIONAL EXPERIENCE

KaktusAI

Award-winning digital health startup that developed AI-powered tools to improve mental health in the workplace.

London, UK (remote)

Regional Sales Manager – Part-time

Sep 2020 – present

- Created precise ongoing market analysis and valuation of competitors and looked out for unique ways to enhance sales.
- Fostered strong relationships with potential customers and strategic partners to elevate brand awareness.

NOAH

Social media startup that developed an application which allows to create professional talking-head videos.

London, UK (remote)

Sales Executive – Part-time

Sep 2020 – present

- Developed customer relationships with influencers of all sizes from all over the world and showcased the benefits of NOAH.
- Assisted in generating leads and maintaining customer relationships.

Blom Bank

Leading Lebanese bank specializing in corporate, private, investment and retail, and insurance products and services.

Beirut, Lebanon

Retail Banking Intern

Aug 2018 - Sep 2018

- Deepened my knowledge on bank departments such as Investment and Retail Banking departments.
- Learned about the banking system globally such as the services it offers and the transactions that take place.
- Helped coworkers deal with clients by interacting with them which allowed me to develop my communication skills.

EDM

Leading company in Lebanon providing Information Technology products and services.

Beirut, Lebanon

Hardware Specialist Intern

Dec 2017 - Jan 2018

- Built professional relationships with department managers which allowed me to gain knowledge about networking.
- Helped co-workers in repairing hardware and discover its elements while paying attention to detail.

Olivetti

Engineering and execution works, maintenance works for building management systems.

Beirut, Lebanon

IT and Sales Intern

May 2015 - Jun 2015

- Delivered several projects using Visual Studio and enhanced my technical skills.
- Acquired strategic selling techniques while working at the multimedia store and interacting with clients.

MAJOR PROJECTS

- **IE Projects:** Capstone Project (Initiated [Realista](#) Startup – Full Stack Developer), Term integration project (Developed a Full Stack Web Application for Iberia).
- **IE Extra-curricular projects:** Deliveroo Challenge (Consulting and Sustainability project), IE Venture Lab ([Chime In](#) Startup - IT and Sales Executive).

SKILLS

- **Technical Skills:** Tableau, Blockchain, Cloud Computing, AI, Machine Learning, Programming (Python, SQL, R, Stata, HTML, CSS, JS), Full Stack Development, Data Analytics and Data Engineering.
- **Soft Skills:** Detail-Oriented, Excellent Communicator, Project Coordinator, Innovative, Team Player.

LANGUAGES

- Arabic (Native), English (Fluent), French (Fluent).

ADDITIONAL INFORMATION

- **Clubs:** IE Consulting Club, IE Technology and Innovation Club, IE Blockchain Club, AUB Outlook (PR Team)
- **Hobbies:** Basketball, Football, Jogging, Swimming, Traveling.
- Volunteered for Ajialouna by organizing fundraising activities.