

# OMAR ALIEH

Dubai, United Arab Emirates | +971 52 9090 442 | aliehomar9@hotmail.com | [LinkedIn](#) | [Website](#)

## EDUCATION

<b>IE School of Human Sciences and Technology</b> <i>Master's Degree in Computer Science and Business Technology</i>	<b>Madrid, Spain</b> Sep 2019 - Jul 2020
<b>American University of Beirut</b> <i>Bachelor of Arts in Economics</i>	<b>Beirut, Lebanon</b> Aug 2016 - Jun 2019

- 3.6/4.0 GPA
- Recipient of IE Foundation Scholarship

- 3.5/4.0 GPA in major courses

## PROFESSIONAL EXPERIENCE

<b>Odoo Middle East</b> <b>Business &amp; Presales Analyst</b>	<b>Dubai, United Arab Emirates</b> Feb 2021 – Present
<ul style="list-style-type: none"><li>• Analyzed customer's business requirements and configured Odoo applications to meet his needs and was responsible for every aspect of the implementation process</li><li>• Implemented 20+ projects from different industries and allowed 12+ companies to go live with Odoo</li><li>• Conducted acceptance testing and training customer resources to successfully use and maintain the ERP applications</li><li>• Expanded my knowledge in several industries such as F&amp;B, Services, Trading, Retail and eCommerce in addition to project management skills and client-handling</li><li>• Analyzed and estimating success packs as a presales analyst while supporting salespeople with flows and concern</li></ul>	
<b>KaktusAI</b> <b>Part-time Regional Sales Manager</b>	<b>London, UK (remote)</b> Sep 2020 – Present

- Analyzed market and corporate trends in the MENA region and developed network and relationships with potential partners in the region
- Collaborated with the Marketing team to develop and execute marketing strategies specific to each potential client
- Established sales objectives and formulated strategies to increase client reach and market share, and presented recommendations to the CEO

  

<b>Blom Bank</b> <b>Retail Banking Intern</b>	<b>Beirut, Lebanon</b> Aug 2018 - Sep 2018
<ul style="list-style-type: none"><li>• Advised clients on banking products and services</li><li>• Collaborated with coworkers to establish high-quality customer service and effective communication with customers</li><li>• Built professional knowledge by shadowing investment banking operations and growing personal networks with professionals in the field</li></ul>	

## 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)

### Certificates:

- Cisco CCNA: Enterprise Networking, Security and Automation
- Fundamentals of Visualization with Tableau by Coursera
- Advanced Google Analytics Qualification

## SKILLS

**Technical Skills:** Odoo ERP Functional Expert, Tableau, Blockchain, Cloud Computing, AI, Machine Learning, Basic Programming (Python, SQL, HTML, CSS, JS), Data Analytics and Business Analytics.

**Soft Skills:** Client-facing, Detail-Oriented, Excellent Communicator, Project Management, Innovative, Team Player

## ADDITIONAL INFORMATION

**Languages:** Arabic (Native), English (Fluent), French (Fluent)

**Clubs:** IE Consulting Club, IE Technology and Innovation Club, IE Blockchain Club, AUB Outlook (PR Team)

**Hobbies:** Basketball, Football, Swimming, Traveling.