

OMAR ALIEH

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PROFESSIONAL SUMMARY

An experienced Senior Digital Consultant with over seven years of success leading client engagements and driving complex digital transformation projects from strategy to execution. Expertise in developing and presenting tailored digital transformation roadmaps, facilitating stakeholder workshops, and mentoring consultant teams. A proactive leader with a proven ability to manage projects independently and a deep understanding of the MENA market, including extensive experience working with clients in Saudi Arabia.

PROFESSIONAL EXPERIENCE

Odoo Middle East

Dubai, United Arab Emirates

Team Lead

Aug 2023 – Present

- Lead client engagements independently, managing project execution with minimal supervision to ensure all deliverables meet high-quality standards.
- Mentor, coach, and guide a team of 10 consultants, fostering their development in consulting methodologies and digital expertise.
- Developed and presented comprehensive digital transformation roadmaps for clients in the Retail sector, resulting in a 35% increase in project inflow.
- Architected innovative solutions to improve client processes, including an AI tool that automated project scoping and reduced timelines by over 60%.

Odoo Middle East

Dubai, United Arab Emirates

Business Analyst & Project Manager

Feb 2021 – Aug 2023

- Analyzed customer business requirements, configured Odoo applications, and managed end-to-end implementation.
- Managed the end-to-end lifecycle of over 30 technology integration projects, successfully transitioning 28+ companies to new, scalable ERP platforms.
- Conducted acceptance testing and training customer resources to successfully use and maintain the ERP applications.
- Increased client satisfaction to 96% by managing client escalations, project alignments and timely reviews.

KaktusAI

London, UK (remote)

Part-time Regional Sales Manager

Sep 2020 – Feb 2021

- Analyzed market and corporate trends in the MENA region and developed network and relationships with potential partners in the region.
- Collaborated with marketing to develop technical sales collateral and strategies to address specific client needs and increase market share.
- Established sales objectives and presented solution-based recommendations directly to the CEO.

EDUCATION

IE School of Human Sciences and Technology

Madrid, Spain

Master's Degree in Computer Science and Business Technology

Sep 2019 - Jul 2020

- 3.6/4.0 GPA
- Recipient of IE Foundation Scholarship

American University of Beirut

Beirut, Lebanon

Bachelor of Arts in Economics

Aug 2016 - Jun 2019

- 3.5/4.0 GPA in major courses

SKILLS

Core Competencies: Digital Strategy & Roadmapping, Client Engagement Management, Stakeholder Facilitation, Project Execution Leadership, Team Mentorship & Guidance, Process Optimization.

Technical Expertise: Odoo ERP (Functional Expert), Data Visualization (Tableau), PowerPoint, Excel, Python, SQL.

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