

# OMAR ALIEH

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## PROFESSIONAL SUMMARY

A results-oriented Management Consultant with over five years of experience advising clients on complex digital transformation and operational efficiency. I excel at structuring ambiguous problems, conducting deep-dive analyses, and designing high-impact solutions that drive measurable business value. I have a proven track record of leading cross-functional teams, managing senior client stakeholders, and creating innovative data-driven tools to solve critical business bottlenecks.

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## CORE COMPETENCIES & SKILLS

- **Consulting Toolkit:** Strategic Planning, Business Transformation, Analytical Problem-Solving, C-Level Advisory, Change Management, Stakeholder Management.
  - **Operations Improvement:** Business Process Re-engineering, Process Automation, Agile Methodologies, Resource Allocation, Performance Analytics.
  - **Technical Acumen:** Data Analytics & Visualization (Tableau, Power BI), AI & Gen AI (Custom Tool Development), ERP Strategy.
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## PROFESSIONAL EXPERIENCE

**Odoo Middle East** | Dubai, United Arab Emirates **Team Lead** | (Aug 2023 – Present)

- **Strategic Advisory:**
  - Authored and executed a market-entry strategy to expand the practice into the Retail sector, resulting in a **35% increase in project inflow** (STAR Story).
  - Advised senior client leadership on digital transformation roadmaps.
  - Led a cross-functional initiative with Sales and Marketing to develop the firm's first industry-specific White Paper, a key strategic asset that generated significant new business leads (STAR Story).
- **Operational & Team Leadership:**
  - Implemented agile methodologies and optimized resource allocation, resulting in a **30% reduction in average project completion time** for the team.
  - Led and mentored a team of 10 consultants, establishing a comprehensive onboarding program to accelerate their development (STAR Story).

- Managed high-stakes client escalations, turning a 2/5 rated project into a 5/5 success and securing a major upsell (STAR Story).

**Odoo Middle East** | Dubai, United Arab Emirates **Business Analyst & Project Manager** | (Feb 2021 – Aug 2023)

- **Analytical Problem-Solving:**
    - Identified a critical bottleneck in the sales-to-delivery handoff and built a novel **AI-powered presales tool**, which drove an **80% adoption rate** and **cut scope creation time by 65%**.
    - Led a crisis-response initiative to solve a critical financial bug for a major client; structured the complex problem, designed a technical solution, and secured **C-level buy-in** to deliver the fix, preserving a high-value account (STAR Story).
  - **Transformation Delivery:**
    - Served as the lead consultant on **32+ digital transformation projects**, translating complex business requirements into strategic technology solutions.
    - **Enabled over \$250,000 in new sales** by conducting deep-dive GAP analyses and customer workshops, analyzing business cycles and delivering clear implementation roadmaps (User Input).
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## MAJOR PROJECTS

- **AI-Powered Appraisal & Performance Tools (Streamlit):** Developed two internal AI-powered tools for leadership to automate performance reviews and monthly analytics. The tools reduced report creation time from **6 hours to 30 minutes** and provided AI-driven action plans for performance improvement (User Input).
  - **IE Consulting Projects:**
    - **Deliveroo Challenge:** Developed a consulting and sustainability project for Deliveroo
    - **Capstone Project:** Initiated "Realista" Startup, acting as Full Stack Developer
    - **Iberia Project:** Developed a Full Stack Web Application for Iberia
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## EDUCATION

**IE School of Human Sciences and Technology** | Madrid, Spain *Master's Degree in Computer Science and Business Technology* | (Sep 2019 – Jul 2020)

- Recipient of IE Foundation Scholarship

**American University of Beirut** | Beirut, Lebanon *Bachelor of Arts in Economics* | (Aug 2016 – Jun 2019)

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## CERTIFICATIONS & ADDITIONAL INFORMATION

- **Certifications:** Cisco CCNA , Fundamentals of Visualization with Tableau , Advanced Google Analytics
- **Languages:** Arabic (Native), English (Fluent), French (Fluent)
- **Clubs:** IE Consulting Club, IE Technology and Innovation Club