

OMAR ALIEH

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EDUCATION

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

• 3.6/4.0 GPA
• Recipient of IE Foundation Scholarship

- 3.5/4.0 GPA in major courses

PROFESSIONAL EXPERIENCE

Odoo Middle East Team Lead	Dubai, United Arab Emirates Aug 2023 – Present
• Lead a team of functional consultants in the successful implementation of ERP projects within the Food and Beverage industry • Create comprehensive project roadmaps, allocate resources, and establish project timelines to ensure timely and efficient project delivery • Supervise and provide guidance to functional consultants during the implementation process, ensuring adherence to best practices and project milestones • Manage client escalations, addressing concerns promptly to maintain client satisfaction and project alignment	

Odoo Middle East Business Analyst & Project Manager	Dubai, United Arab Emirates Feb 2021 – Aug 2023
• Analyzed customer's business requirements and configured Odoo applications to meet his needs and was responsible for every aspect of the implementation process • Implemented 25+ projects from different industries and allowed 20+ companies to go live with Odoo • Conducted acceptance testing and training customer resources to successfully use and maintain the ERP applications • Expanded my knowledge in several industries such as F&B, Services, Trading, Retail and eCommerce in addition to project management skills and client-handling • Analyzed and estimated success packs as a presales analyst while supporting salespeople with flows and concerns	

KaktusAI Part-time Regional Sales Manager	London, UK (remote) 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	

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.