

OMAR ALIEH

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EDUCATION

IE School of Human Sciences and Technology

Master's Degree in Computer Science and Business Technology

- 3.6/4.0 GPA
- Recipient of IE Foundation Scholarship

Madrid, Spain

Sep 2019 - Jul 2020

American University of Beirut

Bachelor of Arts in Economics

- 3.5/4.0 GPA in major courses

Beirut, Lebanon

Aug 2016 - Jun 2019

PROFESSIONAL EXPERIENCE

Odoo Middle East

Functional Consultant and Presales Analyst

Dubai, United Arab Emirates

Feb 2021 – Present

- Analyzed customer's business requirements and configured Odoo applications to meet his needs and was responsible for every aspect of the implementation process
- Implemented 12+ projects from different industries and allowed 8+ companies to go live with Odoo
- Conducted acceptance testing and training customer resources to successfully use and maintain the ERP applications
- Expanding my knowledge in several industries such as F&B, Services, Trading, Retail and eCommerce in addition to project management skills and client-handling
- Analyzing and estimating success packs as a presales analyst while supporting salespeople with flows and concern

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

Blom Bank

Retail Banking Intern

Beirut, Lebanon

Aug 2018 - Sep 2018

- Advised clients on banking products and services
- Collaborated with coworkers to establish high-quality customer service and effective communication with customers
- Built professional knowledge by shadowing investment banking operations and growing personal networks with professionals in the field

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, Programming (Python, SQL, HTML, CSS, JS), Full Stack Development, Data Analytics and Data Engineering

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, Jogging, Swimming, Traveling.