

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
<ul style="list-style-type: none">• 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
<ul style="list-style-type: none">• 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 – Feb 2021
<ul style="list-style-type: none">• 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.