

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 Functional Consultant and Presales Analyst	Dubai, United Arab Emirates Feb 2021 – Present
<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 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• 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 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
<ul style="list-style-type: none">• 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.