

# OMAR ALIEH

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## EDUCATION

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### 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

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### 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
- 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

- 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

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### 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

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**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

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**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.