

# 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

**Dubai, United Arab Emirates**

#### *Team Lead*

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

**Dubai, United Arab Emirates**

#### *Business Analyst & Project Manager*

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

**London, UK (remote)**

#### *Part-time Regional Sales Manager*

Sep 2020 – Feb 2021

- 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.