

# RAYAN MOUSSALLEM

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French citizen

## PROFESSIONAL SUMMARY

Technology and entrepreneurship enthusiast and firm believer in continuous learning. Talented public speaker with solid interpersonal and team working skills. Adaptable and resilient candidate through years of diverse academic and professional experiences. Currently gearing up to create an impact in the world of big tech.

## EDUCATION

### IE UNIVERSITY

MADRID, SPAIN

*Master in Computer Science & Business Technology*

SEP. 2020 – JULY 2021

- Relevant Courses: Data Analytics, Python, Cloud Computing, AI & ML, Digital Business Strategy

### AMERICAN UNIVERSITY OF BEIRUT

BEIRUT, LEBANON

*Bachelor of Business Administration*

AUG. 2017 – JULY 2020

- Concentration in Business Information and Decision Systems
- Relevant Courses: Pricing and Revenue Management, Enterprise System Design & Implementation
- AUB Tech Club: Monitored exciting tech news and authored 105+ “Weekly Trends” articles

### STANFORD UNIVERSITY

PALO ALTO, USA

*International Honors Program (IHP)*

JUNE 2019 – AUG. 2019

- Relevant Courses: Technology Entrepreneurship, Romancing the Room
- Startup Project: Led a cross-functional team to digitize student and faculty ID cards (IDentity)

## PROFESSIONAL EXPERIENCE

### ENDEAVOR

BEIRUT DIGITAL DISTRICT, LEBANON

*Intern (NGO, [endeavorlebanon.org/](http://endeavorlebanon.org/))*

MAY 2020 – JULY 2020

- Pitched 10 scale-up profiles to senior management out of which 7 were retained by the panel
- Led a comparative research about the scale-up ecosystems of Lebanon and Ireland that inspired management about several enhancements for the local model

### ORCHID BEACH RESORT

JIYEH, LEBANON

*Quality and financial control officer (Luxury resort, [orchid-lifestyle.com/](http://orchid-lifestyle.com/))*

JUNE 2018 – AUG. 2018

- Conducted strict daily quality control checks involving 20 different criteria to ensure optimal luxury experience
- Performed end of day sales reconciliation

### DOMUS MANARA

BEIRUT, LEBANON

*Sales and marketing officer (Academic housing, [domusmanara.com/](http://domusmanara.com/))*

DEC. 2017 – MAY 2018

- Designed and implemented social media campaigns that increased interactions by 60%
- Drafted a new rental contract that was adopted by the company
- Developed an all-new client database to digitize client records which improved access to time sensitive information

## LANGUAGES

- Arabic (native) • English (native) • French (native)

## TECHNICAL SKILLS

- **Programming:** Python, HTML, SQL, R, Git
- **AWS proficiency:** VPC, EC2, RDS, Beanstalk Environment
- **SAP:** IWM and Procurement modules
- **Excel:** Advanced models for decision making

## VOLUNTEERING EXPERIENCE

### SIXTEENS

JUNE 2013 – AUG. 2015

*COFOUNDED A NOT-FOR-PROFIT AND RAISED FUNDS FOR A CHARITY ‘OFFRE JOIE’*

- Headed a team of 6 people to oversee the production of 4 goods categories to be sold
- Negotiated location rental fee of the retail outlet with the landlord in order to maximize profits

## OTHER ACHIEVEMENTS

- Elected class representative for my IE University master promotion
  - Management Excellence & Lean Six Sigma - Green Belt – Optness Institute
  - Google Certificates: Google Analytics, Data Studio, Google Cloud Infrastructure and Foundation
  - Taekwondo black belt
  - LAU Case Competition: Finalist with a team of four after solving four real life cases
- JAN. 2021  
NOV. 2020  
NOV. 2020  
JUNE 2020  
APR. 2019