

AHMAD ALMANASSRA

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RELEVANT PROFESSIONAL EXPERIENCE

Strategic Business Development Analyst

Tamay Business Group

Jan. 2018 – Aug. 2019

Kuala Lumpur, Malaysia

Management

- Managed 12 retail stores and 100 employees generating \$2.0M USD in yearly revenue
- Performed a companywide audit to analyze financial health
- Interviewed and hired contractors and new employees
- Created a business proposal to raise \$1.0M USD in capital for additional stores in 2020

Operations

- Responsible for generating business-plans, scheduling, forecasting, and budgeting
- Created a real-time intradepartmental reporting system
- Performed trend analysis on product sales to optimize product placement and increase revenue
- Connected the marketing and inventory teams to incentivize the sale of aging goods

Project Management

- Completed the design, renovation, and launch of a 21,000 ft² retail center in 20 days
- Negotiated the purchase of 3 locations including an \$80,000 USD/month, 75,000 ft², contract
- Architected the renovation of each building and managed the cost, timeline, and vendor negotiations
- Worked with Sales, HR, and Marketing to build a workforce to support the new stores
- Worked with a web development team to create digital storefront

Advisor and Inventory Control Assoc.

Archipelago Trading

Oct. 2015-Aug. 2016

Belfast, Dominica

- Performed strategic data analytics based on industry trends and historical sales
- Managed stock levels at Archipelago centers and completed weekly audits
- Reported on sales and optimized product placement based on demand
- Created inventory forecasting to account for 2-month lead-times in shipping
- Created statistics to measure revenue during the launch of a new store

EDUCATION

Certifications: Linux Academy & A Cloud Guru

2020 – 2021

Linux LPIC-1: System Administrator

AWS Certified Cloud Practitioner

AWS Certified Solutions Architect

Coding for Cloud 101

Creating a Serverless Portfolio with AWS and ReactJS

Skidmore College

2009 – 2013

Bachelor of Arts | Double Major in Physics and Mathematics

Saratoga Springs, NY, USA

Recipient of full scholarship from Skidmore College and Davis UWC Scholar

Red Cross United World College

2007 – 2009

Bilingual International Baccalaureate

Fjaler, Norway

Recipient of full UWC Palestine Scholarship

SKILLS

Software: Matlab, Mathematica, and Microsoft Office Suite

Programming: Python, C, C++, SQL, Arduino

Languages: English (native proficiency) | Arabic (native proficiency)

ADDITIONAL WORK EXPERIENCE

Mathematics Lecturer

Leads Institute

Aug. 2016-July 2017

Goodwill, Dominica

Instructor: Math, Electronics, Programming

Self Employed

2015-2017

Goodwill, Dominica

STEM Education Instructor

Fab Lab

July 2014-Feb. 2015

San Diego, CA, USA

Mathematics Teacher

Grand River Academy

Sep. 2013-May 2014

Austinburg, OH, USA

Mathematics Tutor

Skidmore College

Sep. 2012-May 2013

Saratoga Springs, NY, USA