

Karl Sahyoun
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EDUCATION

- Exp May 2016 **University of California, Berkeley, CA**
- Masters of Engineering in Industrial Engineering & Operations Research, GPA: 3.91
 - Concentration in Decision Analytics
 - Capstone Project Exposition: 1st place (45 groups competing)
- 2011-2015 **University of Miami, Coral Gables, FL**
- Bachelor of Science in Industrial Engineering, Major GPA: 3.81
 - Member of Alpha Pi Mu, the Industrial Engineering Honor Society
- 2014 **Six Sigma Green Belt Certification**, issued by the Institute of Industrial Engineers

WORK EXPERIENCE

- Exp May 2016 **Virtual Intern**, NetApp, Berkeley, CA
- Analyzing historical sales pipeline and bookings to get insights into important trends and metrics for modeling
 - Building a predictive model that predicts future bookings based on sales pipeline data stored on SFDC
 - Using R to carry out the analysis and the modeling
- 2015 **New Venture Assistant**, Trayectoria Oil and Gas, Miami, FL
- Built a mathematical model in order to forecast the optimal in-stock inventory per product based on history of product performance
 - Reduced stock-outs by 95% which led to 20% savings monthly
 - Managed quality control per product & vendor on several online marketplaces
- 2014 **Research Assistant**, Industrial Assessment Center, Coral Gables, FL
- Conducted assessments for small and medium-sized manufacturers
 - Consulted with PhD students on highly technical questions and matters
 - Provided quantitative reports to summarize findings and recommendations regarding energy waste and productivity studies
 - Saved up to 40% of energy consumed for a single recommendation
- 2014 **Insurance Underwriter**, Arab Reinsurance Co., Beirut, Lebanon
- Performed risk and pricing analysis for medical insurance
 - Contributed to the development of an automated VBA program to allow customers to calculate their life insurance entitlement

RESPONSIBILITIES AND LEADERSHIP

- 2014 **Fundraising Chair**, Institute of Industrial Engineers (IIE)
- Organized events to raise capital for the society
 - Raised our budget by 25% as compared to the previous year
 - Rewarded with the Gold Award for the year's accomplishments
- 2014 **President-Founder**, Data Analytics Student Association (DASA)
- Organized R workshops for members to get familiar with one of the most used data analysis software
 - Organized workshops on probabilities and statistics for non-engineering majors
 - Brought guest speakers from the Tech industry for career opportunities

ENGINEERING AND OTHER COMPETENCIES

Microsoft Office Suite, R, Python, SQL, MatLab, Supply Chain Management, Inventory Control, Quality Control, Statistics, Probabilities, Linear Algebra, Mini-Tab, Arena

ADDITIONAL SKILLS

Languages: English (Fluent), French (Native), Spanish (Conversational)

Other: Top 3 Tennis Players in France (2005-2008), competed for 10 years at a high level