

Wael Aridi

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Education

American University of Beirut

Graduation Date: May 2018

Bachelor in Engineering - Industrial Engineering

Core courses: Engineering Entrepreneurship, Project Management, Fundamentals of Management and Organizational Behavior, Product Planning and Inventory Control, Operations Research, Information Systems, Human Factors Methods Engineering and Quality Control, Engineering Technology and Simulation, Energy Studies

Work Experience

Freelance

Prefabricated Houses Advisor

July 2019 - Present

- Meet with and build offers from different steel companies according to clients' specifications
- Customize clients' needs for the most quality vs cost efficient product
- Develop a management system for order tracking and increasing time efficiency

Safa Group Steel

Sales Engineer

January 2019 - June 2019

- Execute and manage all sales activities
- Implement and monitor new strategies to target the fields reflecting our scope of work
- Develop and evaluate a user friendly sales system used internally to organize the sales activities

Mazaya Deals - Startup

PR Team Member

January 2019- February 2019

- Negotiate partnership via offers and discounts with managers, directors and CEOs of targeted companies
- Establish data collection tools and processes along with effective analysis for future checkpoints
- Monitor and update Company Data base.

T.A. Group

Quality Management and Supply Chain Team Member

July 2018 - December 2018

- Develop an action plan system to track the efficiencies of employees, departments and company
- Optimize all operation processes forms through monitoring, evaluation and analysis for the ISO system
- Implement strategies for growing the company after 29 years of operation

Majid Al Futtaim – Waterfront City Dbayeh

Project Management Intern

June 2018

- Work with the project manager in following up with the progress of the project via progress reports
- Follow up on material arrival schedules, on hand material, and detailed aspects of the required items

The Builders' Pavillion

Administrative Assistant

September 2016 - September 2017

- Work on scheduling and organizing meetings with organizations
- Organize schedule and booths for the three-days event
- Responsible of data management

AUB Communication Office

Usher

September 2015 - August 2016

- Organize, implement and usher events
- Communicate with sponsors, group leader in President Club fund raising

Extracurricular activities

Taekwondo Assistant Coach at Combat Sports Academy and IC

September 2018 – Present

- International Certified Taekwondo Instructor and self-defense trainer
- Black Belt Holder and three-time national champion
- Work and organize class schedules
- Work with students on progress plan to prepare for national championships

Volunteer at UNICEF

September 2017

- Visit Refugee camps to give educational workshops and games for the refugee kids

Volunteer at AIESEC

February 2017

- Communicate with organizations and NGOs for offers
- Attend Step-up workshops

Member of the Track and Field AUB Varsity Team

April 2016 – September 2017

- First place winner of Relay 2016 track and field university championship

Interests & Professional Skills

Interests: Entrepreneurship, Strategic planning, Sales, Startups and innovation, Project management, Quality control and development

- **Professional skills:** Strategic Management, Entrepreneurship and Sales. Researching and report writing
- **Software skills:** Excel, AutoCAD, IBM SPSS and @Risk (statistical analysis and simulation), C++
- **Soft Skills:** Analytical and creative thinking, interpersonal communication skills
- **Languages:** Fluent in Arabic and English

Referral Contacts

1. **Mr. Ziad Bou Ghanem:** General Manager at Safa Group Steel | ziad@safa-group.com | 76-055704
2. **Ms. Soulafa Saab:** Deputy CEO at T.A. Group | soulafa>tagroup.com.lb | 03-680391
3. **Dr. Bacel Maddah:** Chairperson of IE Department at AUB | bacel.maddah@aub.edu.lb | 70-946380
4. **Ms. Katagyna Niewiadomska:** Entrepreneurship Instructor at AUB | [kniewad@gmail](mailto:kniewad@gmail.com)

❖ Reference documents and referral letters are available upon request