

# Ali Skayneh

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## EDUCATION

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### **Master's in Management Consulting – Grande Ecole**

**Audencia Business School**  
Nantes, France - Class of 2022

### **Bachelor's in Electrical and Computer Engineering**

**American University of Beirut**  
Beirut, Lebanon - Class of 2016

### **Lebanese Baccalaureate, General Science Concentration**

**Rawdah High School**  
Beirut, Lebanon - Class of 2010

## PROFESSIONAL EXPERIENCE

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### **Professorbob.ai (*Startup specialized in new AI technology to improve learning path of students*)**

Position Held: Business Development Engineer– Internship  
Paris, France – January 2022 to Present

#### **Role Overview:**

- Planned marketing initiatives and leveraged referral networks to promote business development
- Pitched plans and investment strategies to potential partners to raise capital
- Developed new business by networking with prospects and valuable customers
- Collecting business requirements to launch new EBMA product in the US market
- Responsible for improving the quality of the product by executing demos through the production phase

### **Middle East Power (*A growing company in the energy production industry*)**

Position Held: Electrical Engineer – Operations  
Beirut, Lebanon – July 2018 to July 2020

#### **Role Overview:**

- Performed new maintenance procedures and repairs on existing electrical products and systems
- Installation and operation of new electrical systems
- Performed in-depth electrical acceptance testing of completed hardware.
- Developed engineering documentation such as system requirements and diagnostic procedures
- Evaluating systems safety, reliability, and performance (for whole power plant)

### **The C.A.T Group (*International leader in the contracting and construction industry*)**

Position Held: Electrical Engineer – Proposal and tender  
Beirut, Lebanon – June 2016 to June 2018

#### **Role Overview:**

- Review of tender documents on receipt to ensure its completeness (for pipeline and residential)
- Evaluating tender documents, drawings, & schedules
- Pricing for electrical/mechanical systems
- Provided on-site engineering and technical services during the installation and fielding process

**Methode Electronics Inc. (*Leading developer of custom-engineered and application-specific products and solutions*)**

Position Held: Intern

Valetta, Malta – June 2013 to August 2013

Beirut, Lebanon – June 2014 to August 2014

**Role Overview:**

- Engineering product concept and current design
- Manufacturing engineering and design electric
- Product lab testing and testing principles
- Completed functional analysis and root cause tests
- Collected, organized, and modeled data to coordinate reports

## SKILLS & Languages

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**Computer Skills:** MS Office, Spreadsheets, Data Base Management, SQL, Python, C++, Java.

**Soft skills:** Business Planning, Teamwork and Collaboration, Planning and Coordination, Excellent Communication, Data Analysis, Public Speaking.

**Languages:** Fluent in English, Arabic. Basic knowledge in French (writing, reading, and speaking)