

# BILAL HANOUN

BEIRUT, LEBANON

E-MAIL: [bilalhanoun95@gmail.com](mailto:bilalhanoun95@gmail.com) TEL: +961 71 626738

P.O. BOX: AMERICAN UNIVERSITY OF BEIRUT, 5152

LinkedIn: <https://www.linkedin.com/in/bilal-h-48b789143/>

## EDUCATION

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### American University of Beirut

*Bachelor in Electrical and Computer Engineering*

09/2013 – 06/2017

*Beirut, Lebanon*

### IKhaa National School

Graduated with Distinction

*Lebanese Baccalaureate in Life Sciences – Good*

09/1998 - 06/2013

*Beirut, Lebanon*

## WORK EXPERIENCE

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### Aqeed Tech Solutions FZ-LLC.

07/2018 - Present

*Beirut, Lebanon*

#### • Senior Business Analyst

- Motor Insurance: Online Motor Insurance Aggregator (UAE)
- Home Insurance
- Travel Insurance
- CRM House Defect Insurance (UK)
- Disability Insurance (USA)

### Samco S.A.R.L (Engineering, Contracting, Trading)

03/2018 - 07/2018

*Beirut, Lebanon*

- Data Analyst
- Prepare Reports Using Report Builder (Data Report) and Excel (Pivot Table)
- Based on SQL Server Data Base

### American University of Beirut- Financial Planning

08/2017 - 11/2017

*Beirut, Lebanon*

Office of the CFO

- Process payment orders on Oracle
- Process travel arrangements based on bidding
- Bidding with travel agencies

### Dar Al-Handasah (shair and partners s.a.l.)

05/2016 - 07/2016

*Beirut, Lebanon*

Position held: Intern

- Introduction to electrical codes and standards
- Introduced to basic lightening design

## EXTRACURRICULAR ACTIVITIES

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- Member at IEEE society at AUB
- Orientation guide

## SUMMARY SKILLS

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**COMPUTER SKILLS:** C++ Language, C#, Java, VHDL, Pspice, CAD, LabVIEW, Matlab, SQL, XML, Microsoft Office (Word/ Excel / PowerPoint/etc), MS sql Management Studio, Oracle. (Qlikview, Cognos).

**Certifications:** Udemy - Business Analysis Developing Requirements

**LANGUAGES:** Fluent in spoken and written English And Arabic

## PROJECTS

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### • CRM -Sales Application for the International Disability Underwriters (USA)

09/2019 - Present

Managing the sales process as following:

- Contact Management
- Company Management
- Lead management
- Opportunity Management
- Quote Management
- Offer Management
- Sales channel management
- Product Management
- Pricing Management
- Pricing Algorithm
- Reporting and Dashboard
- Activity Management
- Enrollment Application
- Disability Insurance
- Use Case Analysis

### • Technical Accounting Solution for CRM - International Disability Underwriters (USA)

09/2019 - Present

- Writing technical and financial Proposal
- Requirement gathering
- Documenting business requirements
- Product Management
- Pricing Management
- Sales Channel Management
- Manage Bills
- Sales Tax
- Tax Deductions
- Reporting
- Statement of Account
- Invoicing
- Disability Insurance
- Use Case Analysis

### • Technical Accounting Solution for CRM - Latent Defect insurance product (UK)

09/2019 - Present

- Writing technical and financial Proposal
- Requirement gathering
- Documenting business requirements
- Product Management
- Pricing Management
- Sales Channel Management
- Manage Bills
- Sales Tax
- Tax Deductions
- Reporting
- Statement of Account
- Invoicing
- Latent Defect Insurance
- Use Case Analysis

• **CRM - Sales application for Latent Defect insurance product (UK)**

**04/2019 - 10/2019**

Managing the sales process as following:

Lead management  
Contact Management  
Company Management  
Opportunity Management  
Quote Management  
Sales channel management  
Product Management  
Pricing Management  
Latent Defect Insurance  
Requirement gathering

• **Quick Insurance Brokers - Sales - Aqeed Platform (UAE)**

**05/2019 - 08/2019**

Motor Insurance  
Requirement gathering  
Documenting business requirements  
Pricing Management  
Pricing Algorithm  
Use Case Analysis  
Business Analysis  
B2B  
B2C  
Private Dealer - Online Insurance Aggregator

• **Aqeed - Online Insurance Aggregator (UAE)**

**07/2018 - 05/2019**

Motor Insurance  
Travel Insurance  
Health Insurance  
Home Insurance  
Use Case Analysis  
Adding Features  
Vehicle Database  
Business Requirements  
Business Analysis  
Research  
Test Planning  
Quality Assurance  
Data Analysis  
Design Sprints  
Product Management  
Pricing Management  
Pricing Algorithm  
Technical Accounting  
White Labeling  
B2B  
B2C  
Private Dealer - Online Insurance Aggregator

**REFERENCES**

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