

Abdelrahman Ghazal

Lebanon | +96176374267 | abdelrahman.ghazal@outlook.com | linkedin.com/in/ghazalabdelrahman

WORK EXPERIENCE

Project Manager | oneshot | UAE(Remote)

September 2023 – Present

- Conducted in-depth analysis of consumer trends, competitor products, and pricing strategies, providing invaluable insights for strategic decision-making
- Developed intricate financial models for cost analysis, pricing strategies, and return on investment (ROI), enhancing decision-making processes and providing critical insights for key stakeholders
- Collaborated seamlessly with the marketing team, offering crucial support for successful product launches by aligning strategies with market demands and consumer behavior
- Spearheaded the evaluation and enhancement of supply chain processes, ensuring efficiency and seamless operations

Service Sales Engineer | Al Arabia – Jumaa Al Majid Group| UAE

January 2023 – August 2023

- Reached out to previously lost clients to reestablish a business connection across 4 emirates
- Contacted new and existing clients and formed bonds with them to acquire new units across 4 emirates
- Maintained visiting and contacting clients to sustain business relationships
- Supporting the back office with contract renewals and mediating arising conflicts
- Recommended adjustments to existing processes by being the voice of the customers inside the company

Catalog Executive/Analyst | noon | Lebanon(Remote)

May 2021 – October 2022

- Led the price comparison against competitors in the food delivery market by collecting and comparing samples from the top 100 most selling restaurants in each active emirate with noon food's competitors. Resulting price adjustments led to a significant price advantage
- Managed a 10% reduction in outsourcing cost for a photo shoot agency for items that are imageless by sourcing images of high quality using internal and publicly available data
- Collaborated across functions on Google Sheets to analyze, summarize, update, and track data for campaigns. I checked the validity and integrity of the data, resolved miscommunication and errors in data entry, and enhanced the app display format
- Performed audit on our internal tools to achieve uniformity in content structure
- Monitored the workflow, task distribution, and gaps for the catalog team
- Continuously trained and followed up with associates to increase efficiency and precision
- Cooperated with engineers to enhance the UX and UI internally and externally
- Supported account managers in updating clients' portfolio and addressing their technical concerns
- Identified bugs and critical cases and redirected them internally

Research Assistant | American University of Beirut | Lebanon

June – August 2020

- Led the data sorting and engineering of the data of neural activity acquired from 100s of zebra finch birds on their learning skills at different stages of their lives. Patch clamp and excel were used to identify key aspects in the gathered signals, which were then used to train various neural network models

EDUCATION

American University of Beirut (AUB) | Lebanon

September 2016 – February 2021

- B.E in Mechanical Engineering
Honors List: 2016 – 2017 & 2020 – 2021
- Concentration Topics: Advanced Data Science: ML – Data Visualization & Analysis

CERTIFICATES

Business Intelligence & Data Analysis (BIDA) | CFI

November 2022

- Dived into using SQL, Power BI, Tableau, Excel, and python to curate and interpret data

Mini – MBA | International Business Management Institute (IBMI)

August 2022

- Key courses covered in the program were economics, strategy, operations, finance, accounting and others

SKILLS

Language Skills: English (Native), Arabic (Native)

Computer Skills: SQL, Tableau, Power BI, Python, R, Excel, Google Workspace, Asana, Notion