

Jean-Pierre B. Sakr

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PROFESSIONAL SUMMARY

Audience oriented person and MSBA candidate with knowledge to frame business problems in analytical terms and undergo hands-on training in applying the trendiest, most relevant analytical tools to capture, process and analyze large data sets to make better informed decisions.

- Key areas of expertise: Data Visualization, Operational Research, Applied Statistical Analysis, Market Research, Data Optimization

EDUCATION

American University of Beirut (AUB) | Beirut, Lebanon Aug 2021-Present

- Master of Science in Business Analytics - Class of 2023

Holly Spirit University of Kaslik (USEK) | Beirut, Lebanon Sep 2017-Aug 2020

- Bachelor Degree in Business Administration - Management
- Final year project, Entrepreneurship project and others are linked [here](#)
- GPA: 3.4/4

EXPERIENCE

Widriess SAL - Sales & Logistics Specialist | Athens, Greece Nov 2020-Aug 2021

- Analyzed customer data to understand the African and GCC markets, through STP, and monitoring seasonal trends for business optimization
- Improved the firm's supply chain operational efficiency by enabling data-driven decisions at strategic and functional levels
- Introduced new communication facilities to the firm in my daily follow up with targeted clients which boosted annual sales by 17%
- Liaised with management to adapt market & product development strategies aimed to attract new clients through value added products
- Created efficient sheets to help automate calculations and better analyze the data

Sew&Stitch - Founder | Beirut, Lebanon Dec 2017-Present

- Utilized updated machines and adapted the handmade customized feature that turned my start-up into a competitive in the sewing and printing industry
- Implemented the Pricing-Strategy approach that increased the local market share by 12%
- Carried out quality control within a Turkish supplier output, to keep on the clientele base during the economic local turmoil, that is causing deficit in raw materials
- Some of the projects are linked [here](#)

Indevco Group - Market Research Intern | Beirut, Lebanon Jan 2020-Feb 2020

- Carried out PESTEL analysis in case studies for customers (B2B & B2C) in the packaging industry
- Collected data and delivered insights about Digital Printing to Saudi stakeholders, to increase their profitability by 20%
- Conducted a clear market study in the GCC & Meat processor countries and presented a SWOT analysis to identify potential clients and suppliers

EXTRACURRICULAR ACTIVITIES

USEK Green Comity - Chair Assistant | Beirut, Lebanon Sep 2019-March 2020

- Involved in making USEK the number one green university in Lebanon through continuous site visits operational procedures, worker's supervision and ingoing and outgoing reports

Cure Water Filter Supplier - Sales Representative | Beirut, Lebanon May 2019-Jul 2019

Wadih Jreissati & Fils - Sales & Marketer | Beirut, Lebanon May 2016-Sep 2016

WORKSHOPS AND CERTIFICATIONS

DataCamp in collaboration with AUB Aug 2021-Oct 2021

- Writing functions in R & Python, Data Manipulation with pandas, Pivot Table, Numpy Packages

Certified Microsoft Excel Specialist – UDEMY April 2021

- VBA & VBE Loops, V-Lookup & H-Lookup

Event Management Certificate - Lebanese American University (LAU) Nov 2020-Dec 2020

SUMMARY SKILLS

Languages: Arabic (Native), French & English (Fluent), Spanish (Conversant)

Computer Skills & Programming Languages: Microsoft Offices (PowerPoint, Word, Excel - Macros & VBA), Python, R, Data Visualization with Matplotlib & ggplot2

Interests: Data Mining, AI, eWOM, Sports Statistical Analysis