

Aref W. Hamad

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Education

Lebanese American University (LAU), Beirut, Lebanon
Bachelor of Engineering – Civil and Environmental Engineering

Jan 2017 – May 2021

Work Experience (Beirut, Lebanon)

Skin Perfection – *A \$1M Business to Consumer ecommerce startup that sells skin care products online* **May – Sep 2021**
Currently in Series A

Business Developer and Analyst

- Negotiated contract terms with 20+ local and international brands and increased the company's gross margin by 7%
- Handled the pricing of +1000 products, and prepared databases for web development.
- Tracked sales performance, by collecting data and analyzing KPIs using excel and google analytics and prepared weekly reports

Dar Al-Handasah – *A construction consultancy company, ranked by the Engineering News Records among the top 10 design firms in the world for more than 10 years* **July – Aug 2020**

Structural engineer intern

- Designed an office building having an area of 2267m2 and seven floors, its basement and retaining walls, a storage water tank, and staircase
- Estimated the project cost, and prepared its bill of quantities using Primavera P6

Chalhoub Group – *One of the leading luxury and fashion retail distribution companies in the middle east operating in 8 countries with over 750 stores* **Feb 2018 – Sep 2019**

Assistant and Organizer

(Seasonal events of 7 days that occurred 4 times per year)

- Arranged and displayed over 14,000 luxurious ready-to-wear and accessory items during each event
- Served over 2,000 customers during each event by helping with the selection of products and processing payments

Extracurricular activities

AIESEC – OGX (outgoing exchange team) and IGV (Incoming global volunteer) member, Beirut, Lebanon **Jan 2020 – Present**

- Assisted the applicants with finding their must suitable internship
- Conducted interviews, administered applications, and collaborated with other teams to work on marketing strategies

The volunteer circle (NGO) – Volunteer and team leader, Beirut, Lebanon **Aug – Sep 2020**

- Led a team of 4 members, and guided them through the process of gathering data in their working zone for +1000 families damaged from Beirut's explosion by filling surveys related to their nutritional, sanitary or shelter needs
- Worked within teams on the organization and distribution of data to other NGOs
- Participated in structural assessment of damaged buildings

Certifications and Extra Courses

SAP certified associate – SAP Analytics Cloud **Training completed—Certificate under way in November 2021**
Covered Business intelligence, planning, predictive forecasting, data modeling, and their application on the cloud

Advanced Financial Accounting – Massachusetts Institute of Technology (MIT) **Apr – June 2021**
Covered the preparation and analysis of financial statements, to assess corporate performance and make financial decisions

Master Microsoft Excel – LinkedIn Learning **May – June 2021**
Covered advanced formulas and functions, advanced formatting, pivot tables, dashboards, and charts

Skills

Software: Civil Engineering software, MATLAB

Tools: Microsoft Office, SAP analytics cloud

Languages

- Arabic — Native
- English — Fluent
- French — Fluent