

Hadi Hachem

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EDUCATION

- June '20* **American University of Beirut [AUB]** – Beirut, Lebanon
- BE, Industrial Engineering emphasis in Financial Engineering
 - BA, Economics
- July '16 - Aug '16* **University of California Los Angeles [UCLA]** – California, USA
- Summer Semester Abroad
- June '14* **International School of Choueifat [SABIS]** – Choueifat, Lebanon
- Lebanese Baccalaureate, General Sciences

WORK EXPERIENCE

- Sep '20 - Dec '20* **Economic Research Intern at Ministry of Economy and Trade – Economic Research Unit** – Beirut, Lebanon
- Researched and analyzed products provided by MoET, Mol and MoA to be subsidized by BDL
 - Constructed a flow chart to analyze the effect of an energy subsidy removal policy on GDP, balance of payments and trade deficit among other indicators
 - Analyzed different methods of subsidization in order to determine the optimal one for Lebanon
- Mar '20 - Aug '20* **Economic Research Intern at UNDP – Ministry of Economy and Trade Project** – Beirut, Lebanon
- Performed an analysis on the IMF bailout programs in Tunisia, Jordan, and Egypt in comparison to the one proposed for Lebanon during IMF-Government negotiations
 - Conducted a Revealed Comparative Advantage (RCA) analysis to identify Lebanese products with untapped export potential and their potential markets abroad - published in GoL's Economic Plan
 - Updated Sovereign Credit Ratings Report covering the years 2012-2020 with analysis of trends
 - Participated in analyzing and preparing the 2019 annual bulletin and updating economic indicators
- July '19 - Sept '19* **Intern at United Nations Development Programme – CEDRO Project** – Beirut, Lebanon
- Researched and analyzed successful energy efficiency policies and indicators
 - Designed an application form for beneficiaries for an upcoming tender
 - Created a methodology for industrial energy data gathering and indicator formulation to be used to achieve a sustainable flow of energy data in the Lebanese industrial sector
- July '18 - Aug '18* **Industrial Engineering Intern at ŚWIAT SEZAMU** – Brzeg, Wrocław, Poland
- Implemented inventory planning and control methods to devise a more stable and efficient way for production and ordering cycles
 - Identified new product launch opportunities pertaining to Tahini and Halva within the EU

FINAL YEAR ENGINEERING PROJECT

- Sept '19 - May '20* **Store-Wide Space Planning at Mini Mall [MSFEA]** – Link for conference proceeding "<https://bit.ly/3cCOveJ>"
- Proposed to maximize profits by promoting impulse purchasing, to do this we optimized shelf-space allocation of supermarket products in a way that increases the visibility of items with a high impulse purchase rate and thus drive the customers to buy more
 - Analyzed data from 51,379 e-receipts and developed a Heat Matrix to identify dual relationships between product categories using Python software
 - Constructed a Heat Map on AutoCAD to showcase the probability of purchase across store layout

CIVIC ENGAGEMENT

- Sep '15 - Present* **Member of the Outreach Committee of The International School of Choueifat Alumni Association** – SABIS
- Planned and organized various alumni activities
- Feb '19* **The Young Diplomats** – American University of Beirut
- Invited to participate in a Lebanese parliamentary workshop where I was introduced to the legislative process
- Aug '15 – Aug '17* **Student Orientation Guide Leader** – American University of Beirut
- Volunteered as a guide and then as group leader to provide guidance to 2800 new students yearly

SKILLS

- Technical Skills** MS Office, AutoCAD, Arena, AMPL, R Studio, Python, Stata, SPSS, ExpertFit, Microsoft Access
- Language Skills** Native Arabic, Fluent English, Basic French