

# ABDULRAHMAN EL HOUT

00961 3 433311 - Email: abedhout01@gmail.com

## Education

### Lebanese American University

Sept. 2019 - July 2021 | Beirut, Lebanon

- Masters in Business Administration
- Cumulative GPA = 3.91
- Relevant Courses: Management Theory, Quantitative Research Methods, Leadership, Ethics and Team Management, Business Economics, Corporate Finance, Financial Management, and Strategic Management.

### American University of Beirut

Sept. 2012 – June 2015 | Beirut, Lebanon

- Bachelor of Chemistry
- Placed three times on Dean's Honor's List, cumulative GPA = 85

## Work Experience

### Strategy and Business Development | Hout Co.

June 2015 – Present

Wholesalers & traders of electrical household appliances & consumer electronics.

- Lead teams working on accounting, purchasing, sales and logistics.
- Conducted extensive market research and competitor analysis to develop new business initiatives.
- Developed a quantitative model to forecast monthly sales by product category for next three years .
- Developed and maintained relationships with suppliers in 5+ different countries, regularly negotiating 6-figure deals.
- Developed firm's online presence, reaching 40k Facebook followers in less than a year.
- Lead several initiatives to modernize firm's business functions.
- Redesigned firm's processes using new strategies and business models.
- Researched past performance and succeeded in enhancing current performance.

## Activities

### Irshad Islah Philanthropic Association

June 2010 – Present

Irshad & Islah is a non-profit organization established in 1984 focusing on promoting social welfare and justice in the community. Today the organization employs 230 full-time employees in addition to 1000 registered volunteers.

#### ♦ Vice President of the department of planning and development

- Directly responsible for implementing a study given by a consulting firm on the operations of the different departments of the organization in-order to achieve the ISO 9001:2015 standards and get certified.
- Tracked key performance indications and evaluated NGO's performance accordingly.
- Oversaw performance of several committees and other key figures in the organization.
- Organized weekly meetings to propose innovative ideas and PMO their implementation.

#### ♦ Volunteer

Worked with members to organize food donations for underprivileged people and recreational activities for Lebanese youth.

### Cryptocurrency Workshops

March 2021

Delivered cryptocurrency workshops for 200+ attendees and arranged relevant Q&A sessions.

### American University of Beirut

Feb 2013 - June 2015

#### The Volunteering Society (Co-Founder and Vice President)

- Took an initiative and co-founded The Volunteering Society with a class-mate to bring together students who like to give back to the community.
- Collaborated with local NGOs organizing several charity events and providing volunteers.
- Collaborated with the Center of Civic Engagement and Community Service at AUB and provided it with needed volunteers.

## Certifications

### University of Nicosia

Dec. 2020 - Present | Nicosia, Cyprus

Diploma in Digital Currencies and Blockchain Technology

### Forex Mastery Program Certification

By ForexSpace Lebanon | Aug 2021

### Bitcoin Certified Professional (BCP)

By The CryptoCurrency Certification Consortium (C4) | Jan 2021

### Social Media Marketing Certification

By HubSpot Academy | June 2020

## Languages & Skills

- Fluent in Arabic and English.
- Basic knowledge of spoken, read and written French.
- Experienced in Microsoft Excel, Microsoft PowerPoint, Microsoft Word, SPSS, Tableau, POM-QM, and R.
- Team-work, leadership, problem solving, analytical skills creative, and multi-tasker
- Implemented effective trading strategies, executed day-to-day trading operations and showed interest in financial markets