

Rafik Amrani

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EDUCATION

- American University of Beirut (AUB)**, Beirut, Lebanon Aug 2019 – Dec 2022
Bachelor's degree in Business Information and Decision Systems, **Minor in Computer Science** Area GPA: 3.7
CGPA: 3.38
- Awarded the **Tomorrow's Leaders** scholarship, a leadership-based program funded by the Middle East Partnership Initiative that is worth \$180K for 4 students out of 1000 applicants
- University of Pennsylvania**, Philadelphia, PA Jan 2022 – May 2022
- Exchange semester at the Wharton School of Business with focus on Operations, Information, and Decisions

PROFESSIONAL EXPERIENCE

- AUB MEPI TLP Program**, Beirut, Lebanon May 2021 – May 2022
TL College-to-Work Pipeline is co-organized by Georgia Tech and Kearney as an industry partner
Student of the Vertically-Integrated-Program (VIP)
- Under the mentorship of Kearney consultants, we are designing a 3-5 years strategic plan for a Lebanese NGO
 - Selected one NGO after listing 45 NGOs to provide them with strategic support based on criteria such as geographical coverage, funding, impact along with other criteria
 - Developed a framework and benchmarked 12 international NGOs across the 10 dimensions of the framework
 - Designed 6 initiatives that will be implemented by the NGO throughout the summer
- Excelsa**, Algiers, Algeria and Beirut, Lebanon Nov 2020 – Oct 2021
Excelsa is a Lebanese Private Equity with activities in the US, Middle East, and Africa in the real estate industry
Consultant on market entry prospects
- Built proprietary database comprising 28 points of information across competitors of the benchmarked portfolio
 - Planned the marketing strategy including targeted segments identifying high-end segments by value
 - Presented the findings in an easily digestible fashion to the MD and founder to ultimately determine locations and market segments of facilities
 - On a different assignment, I benchmarked 141 RegTech company in the KYC/KYB/AML and clustered them into 6 groups according to their focus and features such as customer DD, UBO identification, and investor onboarding
- The Little Engineer**, Beirut, Lebanon Dec 2019 – Jan 2020
An educational institution with B2B and B2C channels focused on teaching STEM
Research & Development Intern
- Analyzed recruiting, teaching, internal communication processes, and identified gaps in the robotics curriculums
 - Set up a training pack covering the gaps and established a vertical hierarchy to enable employee growth resulting in improved employee retention by 15% at mid and upper-level mentors' roles

LEADERSHIP & OTHER EXPERIENCE

- UNICEF: Generation Unlimited (GenU)**, New York, USA Sep 2019 – current
Young People's Action Team member
- Identified and supported the implementation of strategies to upskill the youth by influencing the agenda
 - Supported the development of advocacy material for GenU interventions that was presented to the global board
 - Defined the strategy refresh and the migration from a Public-Private Partnership to a Public-Private-Youth one

PROJECTS

- Beyond Tekhmamek**, Algiers, Algeria Sep 2017 – current
Founder of Beyond Tekhmamek, a STEM educational Social Enterprise
- Trained and currently managing 43 members including 4 full-timers supporting more than 1k students
 - Raised \$30k in grants and income from operations

SKILLS & INTERESTS

Languages: Arabic (native fluency), English (proficient, TOEFL 98/120), French (bilingual fluency, TCF-DAP C2)
Certifications: **Certified Management Accountant (CMA):** International Management Accountants scholar
Certified Associate Project Manager (CAPM): Completed the training and will sit for the exam soon
Computer skills: Office, Excel Financial Modeling, VBA, SQL, C++, Python, Pandas, NumPy, and Tableau
Interests: Certified robotics teacher, education specialist, and a Global ChangeMaker as of the 2018 Global Youth Summit