

Eng. Ibrahim Al Arab

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Objective

- I am looking forward to work in a multi-national company that will enable me to expand my areas of responsibilities with further career potentials by incorporating my expertise as an engineer and data analyst. I am a creative, proactive, self-motivated and ambitious person who worked on my own initiatives to build excellent relationships within an organization. I have a medical sales background and data analytics skills and have handled several positions throughout my work career in Sales, Engineering, and quality control.
- Please Find my portfolio projects on this link: <https://github.com/youranalyst>

Technical Skills & Abilities

DATA ANALYSIS

- Gather, clean and explore data from primary and secondary resources then mining and analyzing data to uncover trends and interpret results using Excel, Tableau Prep and Tableau Desktop as statistics and analysis tools.
- Moreover, pinpoint correlations and patterns in complex data in addition to creating dashboards, visualizations and reports of my findings and delivering them to the stakeholders for better decision making.

CRITICAL THINKING

- Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.

JUDGMENT AND DECISION MAKING

- Considering the relative costs and benefits of potential actions to choose the most appropriate ones.

MEDICAL& SALES BACKGROUND

- Maintain customer satisfaction, machines high performance and driving sales growth in my assigned region as well as procuring new clients through consultative selling skills, leveraging scientific and technical expertise.

Education

BECOME A DATA ANALYST | APR 20, 2021 | LINKEDIN

- Related coursework: Access 2019, Learning Data Analytics, Excel Statistics, Data Fluency, Power Bi, Tableau Prep, Tableau Desktop
- NB: Certificate available upon request

BIOMEDICAL ENGINEER | JUN 1, 2017 | ISLAMIC UNIVERSITY OF LEBANON

- Related coursework: Instrumentation, Microcontroller, Complex, biophysics, biocompatibility, bioelectronics, statistics...

NB: Certificate available upon request

Experience**REGIONAL SALES REPRESENTATIVE | REVOTONIX | JULY 2020 – MARCH 2021**

- I was tasked to promote one of the company's robot which is the ZenZoe Disinfection Robot in Jordan and Iraq.
- My position entails organizing Zoom meeting to present our solution for hospitals and medical centers as well as selling this robot to the end user.

SALES AND TECHNICAL ENGINEER | ALPHAPRO | SEPTEMBER 2015 - SEPTEMBER 2019

- AlphaPro's structure is dynamic and includes product, service, application specialists and engineers.
- I was tasked in promoting the company's portfolio and providing technical services for the equipment I am specialized and trained for.
- My position entails organizing workshops and trainings on how to use the equipment as well as attending the use of these equipment and products in an orderly manner .My main role is maintaining customer satisfaction, machines high performance and driving sales growth in my assigned region as well as procuring new clients through consultative selling skills, leveraging scientific and technical expertise and the utilization of Alpha Pros' commercial excellence tools, including SFDC and many other tools.
- Meets sales financial objectives by forecasting requirements; preparing an annual budget scheduling expenditures; analyzing variances; initiating corrective actions
- Maintained and expands customer base; identifying new customer opportunities.
- Recommends product lines by identifying new product opportunities, and/or product, packaging, and service changes; surveying consumer needs and trends; tracking competitors.
- Updated job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.
- Accomplished sales and organization mission by completing related results as needed.