

Mohammad Yamout

www.linkedin.com/in/mohammad-yamout01

Hamra, Beirut, Lebanon

Mohammad.yamout@hotmail.com; + 961- 71- 891734

OBJECTIVE

Seeking an internship in Information technology / Data Analytics.

EDUCATION

Lebanese American University (LAU), Beirut, Lebanon

Sept. 2021 – Expected June 2024

Bachelor of Sciences in Business Studies

Emphasis in Information Technology Management

Major GPA 3.2/4

Minor in Data Analytics

RELATED COURSES:

Inform. Technology Manag. I

Inform. Technology Manag. II

Managerial Statistics

Makassed Khaled Bin Al-Walid Horj High School

Feb 2010-August 2021

Lebanese Baccalaureate: Economics & Sociology

PROJECTS

Project 1. Developed solutions to a company facing multiple discrepancies and analyzed several important factors to aid its growth including.

- **Data Management**

-ERP, Hardware, and Software

-Social media

-Cloud Computing

-Cost efficiency

-Databases, Data warehouse, and Data mining

- **Porter's 5 Force Model**
- **Supply Chain Management**
- **Marketing mix**
- **E-Commerce and Artificial Intelligence**

Project 2. Designed a company in which we:

- **Conducted market analysis to identify major segments and customer needs and assessed external factors affecting the company.**
- **Segmented the market based on demographic, psychographic, behavioral, and geographic factors, and targeted consumers through concentrated and micro-targeting strategies.**
- **Differentiated the product through exclusive, high-quality leather and pricing strategy, positioning it as a premium option with a "more for more" strategy.**
- **Specified three pricing strategies: premium pricing, value-based pricing, and promotional pricing.**
- **Developed an integrated marketing communication strategy with a focus on advertising, public relations, sales promotions, personal selling, and direct marketing.**
- **Determined an indirect distribution strategy and identified locations for selling the product.**
- **Designed our brand.**

VOLUNTEER WORK & EXTRA-CURRICULAR ACTIVITIES

Member - LAU Data Analytics Club

Jan 2023 – present

Member- LAU Red Cross Youth Club

Jan 2023 – present

Volunteer - Makassed Association

Jan. 2019- Aug. 2021

- **Beirut Port Relief efforts:** Contributed to feeding the underprivileged during Ramadan and was involved in the distribution of rations, In addition to several renovations.
- **Ministry of Environment:** Sorted and organized hunting permits and assisted with other administrative tasks.

SKILLS

BUSINESS: Analytical, communication, time management, teamwork, highly motivated

COMPUTER: Microsoft Office (Word, Excel, Power Point), Java, Python

LANGUAGES: Arabic and English(fluent), French (Beginner)

HOBBIES & INTERESTS:

Swimming, Badminton (Varsity Team), Gym