

Ralph Abi Aad

rea34@mail.aub.edu | +9613790795 | Lebanon | LinkedIn: [Ralph Abi Aad](#)

EDUCATION

- American University of Beirut (AUB) – Beirut, Lebanon** Sep. 2020 – Present
- BEng in Mechanical Engineering, Minor in Economics
 - Cumulative GPA: 3.87/4, Dean's Honor List for the past 3 consecutive semesters and in my first semester (2020, 2022, 2023)
 - Expected date of graduation: May 2024
- Notre Dame des Apôtres (NDA) – New Rawda, Lebanon** Sep. 2005 – Jun. 2020
- Lebanese Baccalaureate with high distinction, General Science (GS), Cumulative Grade: 17/20
 - Elected class representative (2017-2018), Rewarded with the NDA Excellence Recognition Award

WORK EXPERIENCE

- Private Tutoring, Tutor – Beirut, Lebanon** Sep. 2020 – Present
- Tutored more than 15 students in Mathematics and Physics subjects from grade 10 till 12, increasing their grades by more than 30% and conducted one-on-one solving sessions to improve their critical thinking capabilities
- Car Auto, Sales and Operations Intern – Beirut, Lebanon** Mar. 2021 – Present
- Conducted product demonstrations and test drives to educate customers on features and benefits of more than 5 cars per month, and assisted the team in the handling of customer complaints
 - Boosted company sales with the use of sales techniques such as cross-selling and up-selling, and gained beneficial insights into the automotive industry
- Abi Aad Solar, Sales and Operations Intern – Beirut, Lebanon** Oct. 2022 – Present
- Acquired knowledge on the construction methodologies of solar panels and their components
 - Leveraged social media platforms to expand the company's online presence and reach new customers, resulting in an 10% increase in sales revenue through social media marketing
- T. Gargour & Fils, Mechanical Engineering Intern – Beirut, Lebanon** Dec. 2022 – Jan. 2023
- Mastered the usage of the scanner (car diagnostic software) and oversaw the diagnosis of the system to identify and mitigate failure points and mitigate errors in more than 5 cars per day
 - Worked closely with the project manager and learned advanced services in car maintenance by cooperating with a team of more than 10 engineers

EXTRA-CURRICULAR ACTIVITIES

- Cryptocurrency, Trader and Investor – Beirut, Lebanon** Apr. 2020 – Present
- Analyzed market trends and used technical analysis tools to make informed trading decisions, successfully executed trades in 7 cryptocurrencies
- Automotive Club – AUB, Member – Beirut, Lebanon** Sep. 2022 – Present
- Participated in 3+ lectures related to automotive engineering, including topics like the advancement of aerodynamics in Formula One
- Consulting Club – AUB, Member – Beirut, Lebanon** Sep. 2022 – Present
- Attended 4+ consulting workshop including the basics of how to solve cases, CV, and cover letter workshops

SKILLS AND INTERESTS

Languages: Fluent in French, English and Arabic

Computer Skills: Programming (MATLAB, Python, SIMULINK, AutoCAD, Creo, Inventor, NI LabVIEW)
Microsoft Office (Microsoft Word, Excel, and PowerPoint)

Interests: Car Racing, Football, Ping Pong, Swimming and Chess