

Ali El Dirani

Consultant, Project Management-Engineer, Engineering Tutor, Petroleum Engineer

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SUMMARY

Motivated and ambitious Engineer with a strong desire to excel, seeking an opportunity to showcase technical skills, expand scientific and practical knowledge, and explore new horizons.

Deeply passionate about data science and its application in digital marketing, and emerging technologies, driven by their potential to revolutionize industries and create positive change.

Dedicated to contributing expertise to a purpose-driven organization that aligns with values and shares commitment to a more sustainable future.

EDUCATION

MicroMaster program - MITx:

Jan. 2023–Present

The program is based on Data Science, Data Analytics and the relation between Big Data and Global algorithms.

Bachelor of Engineering in **Petroleum Engineering**.

Dec. 2014–Jan. 2021

Lebanese American University (LAU), Byblos, Lebanon.

WORK EXPERIENCE

Engineering economic and financial consultant

LepreX (London, UK)- Remote

June 2023– Present

- Collaborated with a diverse range of clients across various industries, including manufacturing, construction, and technology, to analyze and improve financial and engineering aspects of their projects.
- Conducted in-depth financial assessments, resulting in an average of 15% cost reduction and enhanced profitability for clients.
- Developed and implemented financial models and risk analyses, allowing clients to make informed decisions and secure funding for projects worth over \$20 million collectively.
- Advised on project feasibility, evaluated ROI, and recommended adjustments, leading to a 25% increase in the number of projects that received funding approval.
- Delivered comprehensive engineering project audits, identifying inefficiencies, and recommending changes that resulted in an average of 20% productivity gains and cost savings.
- Facilitated workshops and training sessions for client teams, enhancing their financial acumen and engineering project management skills.
- Acted as a trusted advisor in complex engineering and financial negotiations, contributing to successful partnerships and contracts.
- Demonstrated exceptional versatility by successfully assisting clients with diverse needs, including business process optimization, risk management, and technology implementation.
- Achieved an average client satisfaction rating of 95%, resulting in repeat business and client referrals.

Sales Engineer

Brains Beyond- Remote

Jan. 2023 – Present

- Collaborated with the sales team to identify and target key prospects in the manufacturing industry.
- Successfully secured and managed key client accounts, resulting in a 25% increase in revenue over two quarters.
- Conducted product demonstrations and technical presentations for potential clients, leading to a 40% increase in the conversion rate.

- Worked closely with the product development team to provide feedback and insights from clients, contributing to the enhancement of existing products and the development of new solutions.
- Created and maintained detailed technical documentation and sales collateral, streamlining the sales process and reducing response times by 30%.
- Played a pivotal role in a major project, helping the company secure a multi-million dollar contract with a leading automotive manufacturer.
- Utilized CRM software to track and manage leads, resulting in a 15% increase in lead conversion rates.
- Led training sessions for the sales team, improving their technical knowledge and sales abilities, which led to a 20% increase in their average deal size.
- Acted as a key liaison between clients and the company's engineering and development teams, ensuring the successful implementation of solutions.
- Consistently met or exceeded monthly and quarterly sales targets, achieving a 98% sales target attainment rate over the course of my tenure.

Freelance/ Engineering Consultant

Confidential Group of Companies

Jan. 2020 – June 2022

Private consulting and managing for more than 20 projects related to chemical, petrochemical, health safety engineering, fluid processing, flowsheets, data analysis, and risk management.

- Managed various engineering projects in different disciplines, ensuring adherence to quality standards and project timelines.
- Led quality assurance initiatives, conducting inspections, and implementing corrective actions to optimize operational efficiency.
- Participated in pre-job meetings for groups of more than 100 person cumulatively for job planning, resulting in efficient execution and timely project completions.
- Collaborated with cross-functional teams to review and manage design documentation for mechanical, chemical, and control systems.
- Assisted Project Managers in planning, budgeting, and execution of projects, resulting in successful project delivery and client satisfaction.
- Monitored project progress, identified potential obstacles, and proactively addressed issues to ensure timely completion.
- Managed vendor contracts, payments, and invoices, maintaining accurate project budget and financial records.
- Coordinated on-site event operations, including logistics, set-up, and dismantling, for 10+ successful projects.
- Developed and maintained comprehensive project reports, providing timely updates to internal teams and stakeholders.
- Played a key role in risk assessment and mitigation, ensuring project compliance with safety standards.

Private Tutor

Queen Mary University

Oct. 2019 – Present

- Tutored 3 students in general Engineering courses and Mathematics resulting in remarkable grade improvements from 50s to 80s and 90s.

City University London

Nov. 2019 – Present

- Tutored 12 students in Mechanical and Civil engineering, leading to 4 graduates with an 85/100 average and others achieving 70-90 grades from 40-50.
- Conducted hydrologic assessments to analyze drainage patterns and quantify runoff for a residential development project.
- Assisted in preparing hydraulic assessments for storm drain infrastructure recommendations to ensure flood protection.

University College London

Sep. 2020 – Mar. 2023

- Mentored 15 engineering students in Petroleum, Petrochemical, and Chemical engineering.
- Assisted 5 students in developing a Tuberculosis (TB) vaccination project in Uganda with a UN group, resulting in a remarkable grade of 86/100.
- Introduced an innovative concept for an advanced technique to incubate the vaccine in a green-powered plant, significantly reducing startup costs.
- Collaborated with experienced engineers on various projects, gaining hands-on experience in mechanical engineering.
- Participated in engineering assignments related to research, design, and installation during academic studies.
- Facilitated and supervised STEM training activities to enhance students' science knowledge and motivation for STEM education.

- Provided continuous support and guidance to high-school students in their research projects.
- Developed innovative learning methodologies in STEM to optimize educational outcomes.
- Collaborated with researchers from the University in preparing technical reports and research papers for publication.

Professor's and Project Assistant

Aug. 2019 – Aug. 2020

Lebanese American University

- Provided Project modelling, programming, coding, and analytical solutions.
- Proctored an average of 50 students' exams and laboratory projects.
- Assisted the research of over than 10 graduate students, from resourcing, credibility, proven theories and revisions.
- Provided one-on-one and group tutoring to undergraduate petroleum engineering students, assisting them in understanding complex engineering concepts and solving problems effectively.
- Conducted workshops and review sessions to prepare students for exams and improve their academic performance.
- Developed customized teaching materials and exercises to cater to individual learning styles and enhance student engagement.

Coral for Oil and Gas

Petroleum Engineer Intern

May 2018 – Aug. 2019

- Conducted daily testing of jet fuel samples to ensure compliance with safety regulations for airport supply.
- Collected pressure data for 8 storage towers, ensuring the safe operation of pipes and pumps.
- Conducted compatibility tests on raw materials to develop new types of lubricants, contributing to the successful launch of C.oil and Motorcycles oil.
- Collaborated on a waste management strategy project, focusing on pollution reduction and resource recovery.
- Conducted feasibility studies and site investigations for waste management infrastructure.
- Assisted senior engineers with waste management projects, gaining practical experience in the field.
- Contributed to project discussions and client meetings, understanding client requirements.

SKILLS

- Technical knowledge: Python, R, SAP ERP, Primavera P6, Crystal Ball, Palisade DecisionTools Suite, STATA, SQL Server, Bloomberg Terminal, Salesforce, Microsoft Dynamics 365, Pipefy, Microsoft Office, AutoCAD, Structural Analysis Soft (SAP 2000), CMG, Kappa, MBAL, Prosper, GAP, Solidworks, Python, Petrel, CFD Flow simulation, HYSYS, STAD PRO, GIS, Matlab for computing, Aspen Hysys, gProms, Power BI, Tableau, Digital security, Cloud, Risk management, Threat Intelligence, drainage analysis and design. Experience with HEC-HMS, HEC-RAS, XP-SWMM, and other related software, Project Management, Mechanical Design, HVAC Systems, Design Calculations, Vendor Management, Risk Assessment, Technical Documentation.
- Interpersonal skills: Excellent communication and analytical skills, strong ability to think innovatively, solid skills in different programming languages, good analytical thinking and problem-solving skills, ability to adapt to different situations quickly, intuition to learn new topics.
- Financial modeling and analysis
- Engineering project evaluation
- Risk assessment and management
- Business process optimization
- Contract negotiation and management
- Training and workshop facilitation
- Multidisciplinary expertise
- Proficient in a wide range of engineering software and tools for drilling and evaluation operations.
- Strong analytical and problem-solving skills, capable of recognizing, analyzing, and solving technical issues.
- Excellent technical presentation and communication skills, both verbal and written in English.
- Process-oriented working style, ensuring streamlined workflows and operational excellence.
- Adaptable to work in a 24/7 service environment, maintaining productivity based on agreed shift schedules.
- Skilled in conducting technical report writing and delivering comprehensive post-job reports.
- Excellent project management and risk management abilities.
- Sound knowledge of engineering economics and consulting principles.
- Familiarity with data science and analytics tools.
- Effective communicator and team player.
- Quick learner with a growth mindset, always seeking opportunities to expand knowledge and skills.
- Strong work ethic, highly organized, and able to prioritize tasks effectively.

LANGUAGES

- English: fluent
- Arabic: native
- French: fluent

WORKSHOPS AND INVOLVEMENTS

Professional Development:

- Continuous participation in workshops and seminars to stay updated on industry best practices and regulations.
- Certificates in Budgeting, Business Intelligence, Project Management, Recycling, Green Energy and Climate change, Quality Management Systems training/courses Mar. 2023 - Present

Software Development Projects:

- Finishing Network Engineering, Cloud system, DNS and machine learning from BRAINNEST Oct. 2022 - Jan. 2023
- Drilling/Completion/Directional Drilling courses From the Lebanese American University.
- Blow Out Prevention Methods and Well Control Certification from the Lebanese American University.
- Attending most of SPE (Society of Petroleum Engineers) webinars workshops and presentations which discuss several parts of petroleum and petrochemical fields Jan. 2019 - Present
- KAPPA SOFTWARES Workshop in Rubis, Sapphire, Emerald, etc.... Mar. 2018
- Exploring the Hydrocarbon potential of the Eastern Mediterranean through Integrated Science May 2017
- Attending continuously podcasts and conferences related to AI, it's application in the modern industry and always keeping up to date by new meta, new technological updates and new changes. Jan.2014 - Present