

# Aseel Labban

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## Education

### LEBANESE AMERICAN UNIVERSITY

BE in Industrial Engineering. GPA: 3.7

Byblos, Lebanon

Sept 2019-May 2023

- Relevant Coursework: Supply Chain and Logistics, Production and Process Optimization, Six Sigma, Quality Control, Risk Management, Lean Manufacturing, Procurement, Simulation, Engineering Economy, Operation Research, Data Analysis in R, Energy Systems.
- Placed on the Dean's Distinguished List of School of Engineering.
- Granted the Merit Scholarship since 2019.

## Experience

### Questa

Remote

#### Business Developer and Sales

March 2024-Present

- Conducted market research to identify potential clients and opportunities, utilizing various communication channels.
- Collaborated in developing and implementing targeted outreach strategies to engage prospective clients.
- Supported administrative tasks and prepared materials and presentations for client meetings.
- Participated in team meetings and training sessions to enhance sales skills and product knowledge.

### OUREASYGAME LLC

Remote

#### Industrial Engineering Tutor- Freelance

Feb 2024-Present

- Provided personalized, one-on-one tutoring sessions to enhance students' understanding of complex industrial engineering concepts.
- Developed tailored study plans and resources to address students' needs, fostering collaborative learning and problem-solving skills.

### Al Sultan Food Stuff co.

Beirut, Lebanon

#### Procurement Specialist - Contract

Aug 2023-Feb 2024

- Conducted market research and analysis to identify potential suppliers and market trends and handled more than 30 brands.
- Negotiated favorable terms with suppliers to optimize costs and secure agreements, issuing purchase orders accordingly.
- Ensured timely and accurate deliveries by closely following up on shipments with shipping companies like CMA CGM and MSC.

### BASMA.com

Beirut, Lebanon

#### Production Engineering Intern

June 2023-Aug 2023

- Identified and rectified operational bottlenecks and inefficiencies in 3D printing processes, leading to improved system performance.
- Established and implemented rigorous quality control protocols to maintain product excellence.
- Utilized ARENA software for system modeling, extracting vital data to drive informed decision-making and process optimization.

### Starstech S.A.L

Beirut, Lebanon

#### Industrial Engineering Intern

May 2022-July 2022

- Optimized warehouse operations by designing and implementing process flowcharts, leading to increased efficiency and reduced costs.
- Utilized AutoCAD to create layouts for optimized storage and material handling, increasing space capacity by 30%.
- Provided recommendations to the management to enhance supply chain processes and improve overall performance.

## Extracurricular Experience

### Volunteer with The Volunteer Circle and AIMakan

Sept 2019-Present

- Engaged and assisted in cultural events held in the heart of Beirut and offered tutoring services to multiple groups of students.

### Team Captain in the LAU Case Competition

March 2023-June 2023

- Applied analytical thinking and problem-solving skills to real-world business challenges presented by consultants.
- Successfully passed the Google qualifying case, receiving intensive mentorship sessions from professionals.
- Excelled in business and advertising cases, securing 2nd and 3rd place in Leo Burnett and EY Parthenon competitions, respectively.

### Active Member in the Event Planning and Consulting Clubs

May 2020-May 2023

- Participated in professional development workshops and webinars hosted by leading firms like Kearney, AlixPartners, and BCG.
- Networked with industry professionals and analyzed over 15 live cases to gain expertise in conflict resolution techniques.

## Skills & Interests

**Computer Skills:** Excel, MATLAB, Basic Java, AutoCAD, Lingo, Primavera, Word, PowerPoint, Arena, Visio, R Language, Ionycs

**Languages:** Arabic (Native), English (Fluent), Turkish (Beginner)

**Soft Skills:** Leadership, Organization, Critical Thinking, Communication, Attention to details, Team Player, Self-Learner

**Interests:** Traveling and exploring different cultures, Volunteering and Community Engagement, Continuous Learning