

NADER WEHBE

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EDUCATION

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| 2013 – 2018 | Lebanese American University, Beirut, Lebanon
Bachelor's in computer engineering |
| 2000 – 2013 | Collège Notre-Dame de Jamhour, Lebanon
French Baccalaureate –Life Sciences |

TRAINING & WORK EXPERIENCE

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| Jan'21 - Present | <p>Project Manager – Kenmei Technologies, Valencia, Spain – Remote</p> <ul style="list-style-type: none">▪ Manage product concerns and respond to commercial and prospective client inquiries, to ensure high-level customer satisfaction.▪ Directed team meetings and provided clear communication with stakeholders, to gather requirements and identify opportunities for product improvement.▪ Delivered a 470,000€ project on time, earning 94% customer satisfaction and exceeding project targets by 20%▪ Coordinated project planning, implementation, and monitoring actions to assure project success by proactively identifying and addressing risks and issues.▪ Delivered over 50 successful training sessions to diverse audiences, resulting in a 37% reduction in support tickets.▪ Create detailed reports and data-driven studies that highlight our solution's unique value to clients. |
| Nov'19 - Jan'21 | <p>Sales Engineer & Product Consultant – Kenmei Technologies, Valencia, Spain</p> <ul style="list-style-type: none">▪ Utilized my technical knowledge to effectively support sales by resolving complicated customer issues and answering in-depth product and service inquiries.▪ Actively participated in sales discussions with potential clients, and customized recommendations that satisfy their specific needs, increasing sales income by 16% and improving customer satisfaction.▪ Optimized the pre-sales process by anonymizing data for tool demonstrations, showcasing the features without compromising customer privacy or security, leading to a 15% improvement in customer experience.▪ Provided comprehensive support to clients throughout the implementation and integration process, helping them solve any technical issue to ensure a smooth deployment. |
| Apr'19 - Aug'19 | <p>Technical Consultant – Path Solutions, Beirut, Lebanon</p> <ul style="list-style-type: none">▪ Conducted detailed technical analysis of the performance problems in our proprietary software's RDBMS, addressing issues that were affecting system performance and stability.▪ Provided comprehensive training to clients on how to effectively navigate and utilize the core banking offered by Path Solutions.▪ Monitored and troubleshoot daily inconsistencies reported on our proprietary software to ensure peak performance and minimize disruptions. |
| Aug'17 – Aug'19 | <p>Online Shopping Page Owner – Velocious Easy Online Shopping (VEOS)</p> <ul style="list-style-type: none">▪ Successfully built and maintained an e-commerce website, shipping products from different countries to Lebanon and yielding a 30% increase in sales revenue over time.▪ Utilized various digital marketing strategies, increasing website traffic and customer engagement by 50%.▪ Personalized customer service, and prioritized customer satisfaction, resulting in 95% positive feedback and repeat business. |

- Jun'18 – Aug'18 Software Engineer & Cloud Developer Intern – IBM Dubai, UAE
- Mentored and guided startups and developers in building their products on IBM Cloud and integrating IBM services, resulting in successful product launches and increased revenue.
 - Organized AI, ML, Data Science, and Blockchain Development boot camps, workshops, meetups, and hackathons (AngelHack Hackathon), fostering a vibrant developer community.
 - Developed and demonstrated applications, services, and demos using IBM Cloud and Watson services.

PROJECTS AND ACHIEVEMENTS

O2 Germany – ADELE augmented analytics and UL Interference – Project Manager, 2021 - Present

Led the successful delivery of ADELE + UL interference + capacity management solutions O2 in Germany, achieving a 33% reduction in drive testing after one year of project management, resulting in high client satisfaction, renewed subscriptions, and the purchase of the capacity management solution.

Freedom Canada – ADELE augmented analytics solution – Project Manager, 2020- Present

Overseeing all project operations, from start to finish, to transition Freedom Canada's ADELE augmented analytics solution from the proof-of-concept stage to a commercial one.

Vantage Towers Europe Level – ADELE + Customized City Reporting – Project Manager, 2022 - Present

Identifying data providers, managing project budgets and resources, and engaging with the innovation team to generate 97 tailored reports for 18 cities in 8 European nations. Assessing budget growth successfully and engaging with the client and market companies to acquire the best options.

Batelco Bahrain – PoC ADELE augmented analytics solution – Assistant Project Manager, 2021

Created project plans, tracked progress against milestones, conducted regular status meetings, and prepared progress reports to ensure that the delivery of the PoC solution was on par with high-quality standards.

Vodafone Group Level – ADELE augmented analytics – Product Consultant, 2019

Led training sessions and offered use cases for customer engineers to use the ADELE tool efficiently. Authored the user guide for the new software version and coordinated the collecting of client feedback to identify areas for improvement and upgrades in future releases.

TALKS

- Build a Machine Learning Model with IBM Knowledge Studio - Talk (Covering NLP) - Link:
<https://www.linkedin.com/feed/update/urn:li:activity:6427113576015757312>
 The Impact of AI and Blockchain on the business world- Tech Talk - Link:
<https://www.linkedin.com/feed/update/urn:li:activity:6432219243856650240>
 Create Alexa Skills with Serverless & IBM Watson Assistant - Tech Talk at AngelHack (Hackathon)- Link:
<https://www.linkedin.com/feed/update/urn:li:activity:6433024321081446400>

SKILLS

Language skills	Arabic: native, English: fluent, French: fluent.
Computer Skills	Tableau, Google Data Studio, Power Bi, Confluence, Asana, Jira, MySQL, PostgreSQL, Google Cloud Buckets, Google BigQuery, Python, Java, Microsoft Office, GitBook, etc.

CERTIFICATIONS & AWARDS

Mindvalley – Super Reading	IEEE – IEEEExtreme Programming Competition 10.0 participant.
IBM – Cloud Essentials Certificate.	First place in the Lebanese schools' tournament for handball.
IBM – Blockchain Essentials Certificate	

INTERESTS & ACTIVITIES

- Reading, Ethical marketing, business management, mindfulness.
 Continuous learning and personal development.
 Handball: team leader at Collège NDJ, 2010 – 2012, and current alumni.