

Karim Khalifeh

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Work Authorization: Lebanon

EDUCATION

Sept 2017 – Jun 2020	LEBANESE AMERICAN UNIVERSITY Bachelor of Science in Business Studies, with Emphasis on IT Management	BEIRUT, LEBANON
Graduated 2017	Lycée Français International Elite French Baccalaureate in Economics and Sociology	BEIRUT, LEBANON

EXPERIENCE

Jan 2024 - Present	Akrivia HCM HRMS Presales Consultant - Increased lead-to-opportunity conversion by 40%. - Engaged with potential clients to align HRMS solutions with their business goals. - Conducted in-depth product demonstrations of Akrivia’s HRMS solutions. - Collaborated with sales and technical teams to develop customized HRMS proposals. - Provided end-to-end presales support, including requirement gathering, solution consulting, and follow-ups.	Dubai, UAE
Nov 2023 - Jan 2024	Infosys Lebanon MSD365 ERP Presales Consultant - Configured project management modules in Microsoft Dynamics 365 Finance and Operations (MSD365). - Collaborated with stakeholders to analyze, document, and optimize business processes and requirements. - Converted business requirements into efficient workflows using Camunda BPMN 2.0 for process automation. - Managed project timelines and deliverables using Agile and Waterfall methodologies for seamless execution.	Beirut, Lebanon
Jan 2021 – Nov 2023	EDM SAP Business Bydesign Presales and Implementation Consultant - Collaborated with developers and sales teams, driving successful project outcomes. - Acted as the primary point of contact for SAP-related inquiries, maintaining strong client relationships. - Led business scenario workshops to identify improvement opportunities and recommend process enhancements. - Gathered and documented functional requirements through workshops, interviews, and gap analysis reports. - Provided employee training across departments and developed comprehensive end-user training materials. - Configured SAP Business ByDesign systems, handling setup, data migration, and testing to meet client needs. - Engaged in technical discussions with both technical and non-technical stakeholders, demonstrating expertise in SAP architecture and databases. - Demonstrated SAP Business ByDesign modules, including CRM, Manufacturing, Procurement, Logistics, Warehousing, Finance, SRM, Project Management, Reporting, Analytics, and HR.	Beirut, Lebanon
Jan 2019 – Aug 2019	Dar al Handasah Data Analytics and Cybersecurity Intern - Conducted vulnerability assessments and penetration testing to identify security weaknesses - Delivered presentations on cybersecurity risks and the importance of threat mitigation to colleagues. - Utilized Python for machine learning tasks, including importing libraries, loading the Titanic dataset, and performing data cleansing. - Converted categorical variables into numerical values, split data into training and testing sets, and trained a decision tree classifier to evaluate model accuracy.	Beirut, Lebanon

FREELANCE

Remote 2023 – Present	Programmatic Advertising Freelancer (Part-Time / Contract) - Supported programmatic digital advertising campaigns through data analysis, audience targeting, and performance optimization. - Monitored and analyzed campaign KPIs (CTR, CPA, ROAS, CPM) to improve efficiency and ROI. - Prepared concise performance reports and insights to align campaign outcomes with client business objectives.	Beirut, Lebanon
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LANGUAGES

Arabic: Mother Tongue	English: Mother Tongue	French: Mother Tongue
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CERTIFICATIONS

- Certified Associate in Project Management (CAPM) — Project Management Institute (PMI), 2026
- SAP Certified Application Associate – SAP Business Bydesign Implementation
- Consultant SAP Presales Validation certificate
- IBM Data Science Professional Certificate