



## Hanae EL AYOUBI

 25 years old  
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### ★ Skills

**Rigorous & Hardworking**

**Teamwork & Communication**

Both are linked. Enhanced thanks to internships as well as jobs at Burberry and as Laboratory Assistant.

**Adaptability & Versatility**

Adapt very quickly to new challenges which allows to improve quickly.

### A Languages

**Arabic**

Native

**French**

Native

**English**

Bilingual proficiency, IELTS: 7.5/9

**Spanish**

Limited working proficiency

## Profile

I am a freshly graduated **engineer** highly interested in an internship/ graduate position in **consulting**. This profession, where theoretical and practical potentials must be implemented, concentrates **creativity** and **technicality** such that intellectual stimulation and stress are present at all levels of **decision-making** processes. With a very **open** and **social** temperament, I like to surround myself with **receptive** and **constructive** people. I am **motivated**, **rigorous**, **hardworking** and **adapt** quickly to new situations.

## Education

2016 - 2017	<b>MSc in Engineering Management</b> <b>Brunel University London</b> United Kingdom <b>Graduated with Distinction</b> <i>Relevant Modules:</i> Project Management, Supply Chain Management, Operations Management, Global Manufacturing, Financial Management
2012 - 2016	<b>BSc in Civil Engineering</b> <b>University of Balamand</b> Lebanon <b>Award: Dean's Honor List / Final average: 81.43/100</b>
2011 - 2012	<b>PACES</b> <b>Université de Nice Sophia Antipolis</b> France
2010 - 2011	<b>French Scientific Baccalaureate</b> <b>Lycée André Malraux</b> Morocco <b>Graduated with Distinction</b> Equivalent to A-Levels Scientific Section

## Relevant Work Experience

02-2016 - 05-2016	<b>Civil Engineer</b> <b>Bouygues Construction - Bymaro</b> Morocco Civil Engineering department  <b>Main tasks:</b> <ul style="list-style-type: none"><li>-Monitoring progress and ensuring conformance to design specifications;</li><li>-Assisting the project coordinator during meetings with the clients;</li><li>-Controlling steel bars (number, length, diameter, spacing) prior to concrete pouring (slabs, columns, beams and staircases);</li><li>-Daily Report Production</li><li>-Setting up of an Excel program displaying the evolution of the project, used afterwards by the company;</li><li>-Planning and coordinating the allocated site resources;</li><li>-Participation to many meetings, with different purposes (health and safety, environment, site visit feedback...).</li></ul>
06-2014 - 09-2014	<b>Market Research and Cost Analysis</b> <b>Dyar Al Mansour</b> Morocco Summer Internship  <b>Main tasks:</b> <ul style="list-style-type: none"><li>-Studied prices evolution of the costliest raw materials used in construction, presented later to the company Head Office;</li><li>-Immersion in the engineering field;</li><li>-Accompanying engineers, architects and technicians during site visits.</li></ul>

## Part-Time Employment

12-2016 - 12-2017	<b>Part-Time Luxury Sales Associate</b> <b>Burberry</b> United Kingdom <ul style="list-style-type: none"><li>-Driving sales through building and maintaining relationships with the clients;</li><li>-Personally communicating with clients for specific store activities: new product arrivals, in-store events and seasonal promotions.</li></ul>
09-2014 - 12-2015	<b>Lab Supervisor Assistant</b> <b>University of Balamand</b> Lebanon Editing maps using ArcMap.



## Computer Skills and Databases

Microsoft Pack Office

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Excel, Word, PowerPoint

Microsoft Project

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VBA

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Basics

Capital IQ & Damodaran

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Primavera P6

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ArcGis

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Arena

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BIM 360

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AutoCAD

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ETABS

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Mathematica

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## Relevant Project Works

01-2017 - 04-2018

### Extensive Project Management Project

**Project Management** Brunel University London

- Evaluation of several competitive contracts
- Use of Decision Trees to aid in the decision making**
- PTC Assessment
- Risk assesement using the precedence method
- Planning and scheduling a project using primavera P6
- Use of logic networks (activity on arrow and activity on node) and use of PERT to derive probabilities of success**

09-2016 - 02-2017

### Business Appraisal and Evaluation of a High-Tech Firm (Jaguar Land Rover Limited)

**Financial Management Project** Brunel University London

- Analysis of the firm's recent performance based on the key profit margins and sale trends;
- Analysis of management ratios: **Performance Ratios, Efficiency Ratios, Risk Ratios and Liquidity Ratios;**
- Conducting of an Investment appraisal using the **NPV technique;**
- Conducting of a **Project sensitivity analysis** with different assumptions on sales erosion;
- Computing of the project return (IRR) using a DCF over 5 years;**
- Conducting of a Break-Even Analysis;**

05-2017 - 09-2017

### An Evaluation of Smart Home Technologies for the Elderly in the United Kingdom

**MSc Thesis** Brunel University London

- Review of critical literature on innovations in home automation systems and their usage by the elderly;
- Assessment of the British market of smart homes;
- Conducting of a field research;**
- Providing of recommendations to **improve the marketability** of such products.

## Association

10-2016

### Mentee

**Women in Brunel Engineering and Computing (WiBEC) Program** United Kingdom

- Increased confidence and familiarity with several aspects of the workplace culture through an assiduous attendance and involvement in the mentoring scheme, coaching workshops and training.