

KHALID WALID ABOU KASSEM

BBA GRADUATE

*With a valid residency in Saudi Arabia

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<http://khalidaboukassem.wixsite.com/portfolio>

Beirut, Lebanon



Education

BBA

Sep 2011 – Dec 2017

High School Diploma

Aug 2007– Jun 2011



Experience

Consultant

Sep 2017 – Present

Research Analyst

Sep 2017 – Present

HR Intern

Jun 2017 – Jul 2017

Sales & Marketing

Intern

Feb 2017 – May 2017

Business Development

Intern

Aug 2016 – Oct 2016

Sales & Data Analyst

Intern

Jul 2016 – Sep 2016

Procurement Intern

Mar 2016 – Jul 2016



Extracurricular Activities

(2016 – Present)

(2016 – Present)

(2016 – 2017)

(2016 – 2017)

(2017)

(2017)

(2016)

(2012)



Languages & Skills

American University of Beirut:

Beirut, Lebanon

- **Emphasis:** Management
- **Minor:** Public Administration
- **GPA:** 3.2/4.0
- *Honors List 17-18*

International Schools Group:

Al-Dammam, Saudi Arabia

- **GPA:** 3.2/4.0

180 Degrees Consulting:

Beirut, Lebanon

- **Scope:** Conducted a feasibility study, a business plan, and a strategy formulation with a team of 4 to establish a client's NGO as a subsidiary for urban development.
- **Outcomes:** Consulting; Social ROI; Business plan; Corporate strategy formulation; Financial planning; Financial budgeting.

Epidemiology and Population Health Department – AUB:

Beirut, Lebanon

- **Scope:** Analyzed 3+ research studies conducted by the department through document analysis, interviews, and surveying.
- **Outcomes:** Data analysis; Statistics; Stata; Excel; Excel graphs.

Deloitte:

MENA Regional Office, Lebanon

- **Scope:** Uplifted the Middle East Recognition Program to reward above and beyond performers for outstanding behaviors around the 26 offices available in the MENA region.
- **Outcomes:** HR knowledge; Management; Creativity; Project management.

Banque de la Méditerranée (BankMed):

Beirut, Lebanon

- **Scope:** Promoted and sold banking products and services (*Total: 29 new bank accounts*).
- **Outcomes:** Financial banking; Financial marketing; Sales.

Vice President's Regional External Programs (REP) – AUB:

Beirut, Lebanon

- **Scope:** Performed market analysis exercises and gathered informative statistics about customer trends, bids, and opportunities.
- **Outcomes:** Proposal writing; Market analysis; Bids; Tenders; Statistics; Excel; Financial budgeting.

Unilever:

MENA Regional Office, Lebanon

- **Scope:** Created different SOPs that are subsidiary for collecting data while recording the milestones of each route plan in order to draft the time and motion study of the cash van channel.
- **Outcomes:** Data analysis; Shadowing; SOP; KPI; Excel; Excel analysis; Excel graphs; Operations; Reporting; Project management.

United Nations Development Programme (UNDP):

Beirut, Lebanon

- **Scope:** Prepared presentable weekly confidential purchasing reports for top managers while attending bid meetings and acquainting the financial and technical approaches a company is chosen to lead a project proposed.
- **Outcomes:** Assets data; Inventory; Reporting; Excel; Bids; Tenders; RFP; RFQ; ITB.



- Founder at *The Tutor Guru* startup
- Coordinator at *Mercedes-Benz Club Lebanon*
- Projects manager at the *Business Student Society*
- Social Media Manager at a startup "*AUB Univent*"
- The DreamMatcher AUB cabinet member (*Member-at-Large*)
- Participant at the *Big 4 & After* event
- Participant at the *Boston Consultancy Group* workshop
- Student Representative Committees winning candidate (*Independent*)



..... (Native)



..... (Fluent)



..... (Intermediate)



..... (Very Strong)



..... (Very Strong)



..... (Very Strong)

Fullbridge U Candidate:

1. Self-Awareness
2. Effective Teamwork
3. Project Planning
4. Problem Solving
5. Design Thinking

