

Kamal Tohme

Data Scientist

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Skills & Languages

- R Language | Python | Basics of SPSS | Basics of C++ | SQL | Microsoft Excel | Data Visualization.
- Machine Learning | Statistical Testing | Predictive Modeling | Customer Segmentation.
- Interpersonal Skills: Teamwork, Communication, Time Management, Problem Solving.
- Languages: **Arabic** (Native) – **English** (Bilingual) – **French** (Intermediate).

Experience

Sales Data Analyst - Projects Hesham El Sewedy (KSA) 05/2023 – Present

- Utilized SAP to efficiently manage sales processes, including order processing and shipment operations.
- Developed a comprehensive sales performance dashboard, providing real-time insights that contributed to the enhancement of the sales team's productivity.
- Assisted in crafting and refining sales strategies, pricing models, and product positioning through data analysis and market research.
- Regularly generated and presented reports on key performance indicators (KPIs), offering actionable insights and facilitating data-driven decision-making.

Account Manager SolLife (Lebanon) 05/2022-12/2022

- Responsible for ensuring that each department meets the needs of its clients and customers.
- Communicated with clients to ensure that all their needs are understood and addressed.
- Established strong relationships with clients to maintain existing business and acquire new customers.
- Provided prospects with quotes that best match their expectations.

Operations Analyst Zomato Ltd (Lebanon) 09/2020-12/2021

- Actively monitored ongoing orders, from placement to delivery, meticulously to prevent any complications that could arise during the delivery process, thereby safeguarding the user experience.
- Developed excellent problem-solving and communication skills necessary to tackle various operational challenges that arise in a stressful and dynamic work environment.
- Provided premium support service to customers by promptly addressing their requests, including complaints, returns, and unusual inquiries requiring an immediate response.

Education

- Master of Science in Data Science, CNAM Liban 11/2023 - Present
- Professional Diploma in Data Science & AI, American University of Beirut 01/2023 -12/2023
- Bachelor's degree in Physics, Lebanese University (LU) 10/2018 - 07/2022

Projects:

- Predicting life expectancy using Multiple Linear Regression (**R Language**).
- Weather forecasting using Logistic Regression & MLR (**R Language**).
- Sales Analytics for New York coffee shop chain. (**Microsoft Excel**).
- Image processing using Deep Learning techniques (**Python**).