

Arooj Nuha Akram

Mechatronics Engineer

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PROFESSIONAL SUMMARY

A fresh engineering graduate with interest in Sales, Project Management, quality assurance, and company growth. Capable of managing cross-functional teams, streamlining operational procedures, and adopting data-driven initiatives to improve performance and efficiency. Proficient in creating and implementing comprehensive marketing and sales strategies. Experienced in automation, robots, machine learning, and e-commerce operations, with a track record of analyzing complicated data and making sound judgments. Capable of managing budgets, assuring compliance with engineering standards, and providing new solutions in fast-paced workplaces.

CORE COMPETENCIES

Project Management | Quality Assurance | Sales | Operations Management | Cross-functional Collaboration | Data Analysis | Product Lifecycle Management | Risk Management | Leadership | Supply Chain Management | Strategic Planning | Vendor Management | Team Building | Automation | Robotics | Machine Learning | Artificial Intelligence | Communication Skills

PROFESSIONAL EXPERIENCE

QHSE Engineer Intern

Gates Engineering & Services — Jebel Ali, UAE | *March 2024 – July 2024*

- Assisted in the creation and implementation of quality control and assurance processes to guarantee compliance with industry standards and regulatory requirements.
- Tested, measured, and certified engineering items and processes to verify they fulfilled performance and safety standards.
- Documented and maintained quality procedures, audits, and certifications, assuring correctness and compliance with internal and external laws.
- Collaborated with other teams to create and improve the process flow for the company's engineering operations, therefore increasing operational efficiency and aligning with best practices.
- Supported continuous improvement projects by finding inefficiencies and proposing corrective steps to enhance procedures, product quality, and operational effectiveness.

Junior Business Developer Intern

Renaissance Trading and Contracting — Qatar | *July 2023 – August 2023*

- Conducted market research to uncover new business possibilities, examine competitive landscapes, and give actionable insights to help with strategic decision-making.
- Actively networked with prospective customers and industry leaders to help create and increase the company's business development pipeline.
- Assisted the sales team by creating and delivering presentations, proposals, and sales pitches to new clients.
- Assisted in follow-up of pending quotations and orders.

E-Commerce Entrepreneur

Self-Employed | *2020*

- Founded and operated an e-commerce platform, responsible for all parts of company operations such as product procurement, customer support, and platform development.
- Implemented comprehensive marketing strategies across several digital platforms, such as social media, email campaigns, and SEO, resulting in improved traffic and consumer interaction.
- Directed all business management operations, including budgeting, inventory management, and vendor relations, to ensure the platform's profitability and expansion.
- Developed and maintained a solid network of suppliers, customers, and business partners to help with company development and product extension.
- Used data analysis tools to monitor website performance, customer behavior, and sales KPIs, then made data-driven choices to enhance marketing efforts and improve overall company performance.

EDUCATION

Bachelor of Technology (B.Tech) in Mechatronics Engineering

Manipal Academy of Higher Education (MAHE) — Dubai | 2020 – 2024 (Graduation - July 2024)

CBSE Curriculum — KG1 to 12th Grade

Delhi Public School Modern Indian School (DPS MIS) — Qatar | Graduated: 2020

ONLINE CERTIFICATIONS: Build, Train, and Deploy ML Pipelines using BERT | Practical Data Science on the AWS Cloud Specialization | Introduction to Java | Machine Learning | Robotics and AI

PROJECTS

- **CRANEBOT — Recycling Robot** | *Emirates Robotics Competition 2023*
- **AEIT 9th Student Research Colloquium 2024**

EXTRACURRICULAR ACTIVITIES

- **Master of Ceremony** | *TEDx Youth Event — Qatar (2019)*
- **Model United Nations Delegate** | *2016 – 2019*
- **Student Delegate** | *Qatar Leadership Conference (2018)*
- **Represented school in Football, represented university in Football, Cricket & Billiards.**

ACHIEVEMENTS

- **Football Captain**(Runners-up) | *2023 – 2024*
- **Man of the Match**(Finals) — **Cricket** | *2023*
- **Top 20 Speaker** | *Qatar Debate — 2019*
- **Lead Billiards Player** | *2023 – 2024*

LANGUAGES: **English:** Fluent | **Hindi, Urdu:** Native proficiency | **Arabic:** Interested in learning