



Gulf Research Centre Cambridge
Knowledge for All

PAPER PROPOSAL APPLICATION FORM

11th Gulf Research Meeting July 21-23, 2020

Location: University of Cambridge

Application Instructions

1. Fill out the **entire** application form (typed). Incomplete applications will not be reviewed.
2. Email this application form along with the CVs of **ALL** authors/co-authors to grmapplicant@grc.net before **February 15, 2020**. -
3. All proposals should be written in English. There will be no interpretation at the meeting. A good working knowledge of English is essential for participation in the workshops.
4. You may only participate in **one** workshop during the meeting. If you submit applications to multiple workshops and are selected in more than one, you will be asked to choose only one to attend.
5. If you have any questions, please email grm@grc.net.



WORKSHOP NAME	
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PERSONAL DETAILS

Include information for all authors/co-authors. If there are more than 3 co-authors, you may add their details to the end of this application. Please note that only a maximum of 2 co-authors can receive a travel allowance (GBP 100-250 based on country of departure) for their participation. If more than 2 co-authors will attend, they will need to split the funding amongst themselves. GRM does not provide any additional funding to paper presenters other than this allowance.

AUTHOR 1

Full name	
Title (Dr. Prof., Mr., Ms., etc.)	
Current position	
Affiliated institution	
Email address:	
Nationality (indicate all)	
City and country of residence	
Mobile number (with country code)	
UK visa required	

AUTHOR 2

Full name	
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AUTHOR 3

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Title (Dr. Prof., Mr., Ms., etc.)	
Current position	
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Nationality (indicate all)	
City and country of residence	
Mobile number (with country code)	
UK visa required	



Paper Title	
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PROPOSAL TEXT (250-500 WORDS)

Ibrahim Al-Degaither

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EDUCATION

King Fahd University of Petroleum & Minerals

BS in Industrial & Systems Engineering

Expected graduation date: May 2021

Dhahran, Saudi Arabia

Sept 2016-Present

PROFESSIONAL EXPERIENCE

• Koinz.app

Sales & Business Development Specialist

- Member of the team that launched Koinz in Saudi Arabia.
- Proposed a report which increased Prospects to Qualified Leads conversion from 30% to 60%.
- Started and maintained relationships with clients generating 100+ million Saudi Riyal annually.
- Contributed in producing a pricing model which increased closed deals ratio by 50%.

Internship

Sales Intern

- Closed deals accumulating to +200K Saudi Riyal.
- Led market launching of Koinz in Tabuk City, Saudi Arabia.

Khobar, Saudi Arabia

Sept 2019-Present

Riyadh, Saudi Arabia

May 2019-Jul 2019

• Majlis Somou Initiative

Founding Member & Project Leader

Majlis Somou: Student led initiative empowering high potential students to achieve their full potential.

- Managed a 1-on-1 student consultation program with executive level professionals named Inarah program.
- Conducted a case study to a restaurant making +1 M SAR annually and recommending actions to the owners.
- Managed Public Relations, brand profiling and media publicity.

Khobar, Saudi Arabia

Jul 2018-Present

• KAUST Entrepreneurship Center (EC)

Agent of Innovation

- Increased linkage between KAUST and KFUPM by 200%.
- Organized 2 events raising awareness regarding entrepreneurship and SMEs.

Dhahran, Saudi Arabia

Jul 2018-Jul 2019

• Public Relations Club

Project Manager

- Led a team of 25 students in planning and executing Career Awareness Day which exceeded 500 attendees.
- Hosted top management and consultants from KPMG, EY, Badir and Innosoft.

Dhahran, Saudi Arabia

Nov 2018-Jan 2019

• Avokado.sa

Internship

- Produced a training schedule for on-boarding operations teams throughout the kingdom.
- Analyzed then proposed required equipment to operate the warehouse with highest standards.
- Handled process documentation of the company to ease suppliers' on-boarding.

Jeddah, Saudi Arabia

May 2018-Jul 2018

EXTRACURRICULAR ACTIVITIES

KAUST STEAM Ideation Competition:

- Junior Mentor to 6 teams (Led two teams to achieve 2nd & 3rd place out of 48 teams). Jeddah, Saudi Arabia - 2019
- Participated with a group. Jeddah, Saudi Arabia - 2018
- Presented a seminar titled "Introduction to KFUPM" to high school students. Jeddah, Saudi Arabia - 2018

ACHIEVEMENTS & AWARDS

- Monitor Deloitte Case Competition finalist, top 4 out of 48 teams Riyadh, Saudi Arabia - 2019
- Vision Realization Youth Productivity Award sponsored by deputy prince Khobar, Saudi Arabia - 2019
- KFUPM Excellence in Academic Writing Award (top 1.28% in academic writing). Dhahran, Saudi Arabia - 2017
- Aramco Math and English Summer Training Program. Jeddah, Saudi Arabia - 2015



EDUCATION

KFUPM | College of Computer Science

Sept 2016 – Dec 2020

B.S. In Industrial & Systems Engineering,

- GPA: 3.47/4.00, major GPA; 3.53, 2nd honor, honors in all semesters
- Graduating a semester ahead of plan
- Most interested in engineering economics, operation research and quality control with high grades in courses' projects.



EXPERIENCE

Strategy Intern | Accenture | Riyadh

July 2019 – Sept 2019

Contributed in handling SAMA's project to achieve cashless Saudi payments under its 2030 vision targets; studying market businesses and recommend future cashless transactions approaches.

- Conducted interviews with SMEs & MICRO businesses with different sectors around their transactions
- Organizing the outcomes of the interviews
- Participated in the market research of the corresponding businesses sectors
- Analyzed collected data and calculations
- Client Negotiation and presenting findings with a team of 6 of different positions

Event Organizer | IEOM | KFUPM

Jan 2019 – May 2019

- Led hosting of several seminars with slashing costs ensuring the continuation of enhancement.



EXTRACURRICULAR ACTIVITIES

• BCG Jeel Tamooh | Riyadh

Feb 2020 – Present

Jeel Tamooh is an association for next-generation leaders, hosted by Boston Consulting Group Middle East.

• Finalist at Case Study Competition | Monitor Deloitte | Riyadh

Nov – Dec 2019

Finalist in case study competition offered by Monitor Deloitte among 48 teams around studying the aromatherapy market in the US for a client to enter the market.

• First Place Winner of STEAM Innovation Challenge | KAUST | Thuwal

May 2019

STEAM is an annual innovation competition among 48 teams suggesting a startup innovation called "iCare" recommending a solution for people with disabilities within given constraints.

• Participant at The Quest Competition | Unilever | Jeddah

Feb 2019

Conducted a case study of Lipton Company to increase the sales of products to millennials.

• Active Member | Majlis Somou

Nov 2018 - Present

Member of Majlis Somou, a students led initiative empowering high potential students to build connections and achieve their full potential through meeting career coaches and market leaders.

• 5th Place Winner | Eastern Province Math Olympics

2013

Representative of KFUPM Schools at the national mathematics competition and winning the 5th place among Eastern Province contestants.



CERTIFICATIONS

• Risk Management Professional | Bakkah

Oct 2019

• Private Equity and Venture Capital | University of Bocconi

May – June 2019

• Scholarship of Nanotechnology Course | Mawhiba Team | KAU | Jeddah

Summer of 2015



SULTAN LUBBAD

JUNIOR COMPUTER SCIENCE STUDENT
PART TIME INVESTMENT ANALYST







PROFILE

Nationality: Saudi Arabian

Birthday: 27 July 1998

Language: English/Arabic

CONTACT

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-  github.com/Astalyne

SKILLS

- Management, Team Player, Critical Thinking and Problem Solving. Strategic and Innovative Planning.
- Java, Python, Dart
- MYSQL, SQLAlchemy, Postgres
- HTML, CSS, JS
- Flask, Apache.
- Mobile: Java, Flutter.
- Design: Adobe XD & Illustrator

WORK EXPERIENCE

Innovative Software, Investment Analyst

JUL 2019 - PRESENT

- Managing a Software Product: Strategic Planning, SRS Design, Market Research, User Experience Audit, Usability Test, Quality Assurance and Brand Identity.
- Project Manager Assistant: Managing Stakeholders, Conducting QA, and Closing.
- New Business Development: Innovation and idea analysis, formed proposals containing idea visions, execution plan, technical and financial aspects.

Innovative Software, Internship Trainee

MAY 2019 - JUL 2019

- Job Fair Mobile Application: Developed a Flutter mobile application (Front&Back End), and practiced agile scrum methodology.
- UI/UX Department: User Experience Audit of occurring projects and implemented required frontend changes. Analyzed SEO and implemented changes.

EDUCATION

King Fahd University Of Petroleum and Minerals

2016-09 - Present

BS in Computer Science (3.03/4.00)

Expected Graduation: 2021-05 (On-Track)

Udacity

2018-10 - 2018-12

Full Stack Web Developer Nanodegree Program

HONORS AND AWARDS

2019-09 - Shortlisted to compete in JunctionX KAUST and lead a talented team tackling the smart cities water challenge.

2019-05 - Qualified Top 6 in KAUST STEAM Competition with a Cyber Security Awareness Mobile Game (48 teams – 300 Students).

2019-04 - Qualified for the final round out of 50 teams at KFUPM Fintech Business Hackathon with a Fast Transaction F&B Reward System Solution (1.5k\$).

2019-12 - Won first place in the Saudi Aramco Wa'ed's Hackathon with 2030 a Vision based Tourism App . (26k\$) (160 participants).

EXTRA CURRICULARS

- Member of Aramco's Innovation Ecosystem Society

IES is a group which aims to create a robust and sustainable ecosystem, and connect innovators, inventors, mentors and stakeholders through monthly events. As well as hosting multiple Google startup-grind sessions.

- TechBench - PR Director and Exterior Affairs

Prestigious tech community led by students and alumni striving to spread tech awareness by organizing local hackathons, tech-talks and crash courses.

My role is to secure venues and organize events external from university campus, and to plan and execute them.

ABOUT ME

I have been passionate about technology since the age of 7, when I owned my first laptop. Ever since, I have spent the majority of my time exploring the wide fascinating web, playing competitive video games, failed attempts at hacking and fixing my desktop computer. Fast-forward, regarding my career, designing technical products and delivering change through them has become my passion. Despite currently being a student, I have managed to professionally work on my passion, through striving towards gaining knowledge about this field through online coursework, books, articles and work colleagues' experiences. Whereas I continue to maintain my technical knowledge and exploration of the most recent tools and advances, despite being focused on business and management.

INTERESTS

- Hackathons and business related competitions (e.g. Fintech) are one of my most favorite events to attend. The energy, passionate people and available resources, all dedicated towards solving a problem are priceless joyful experiences I am in love with.

- Art, in all its forms. I believe in the pure creativity and aspiration that are gained from paintings, music, novels and poetry.