

# Joseph Saba

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## QUALIFICATION SUMMARY

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Digital transformation professional with more than 17 years of experience.

Polyvalent expertise in sales consultancy, advisory and project management acquired through my journey in Oracle and other Corporations. Recently sharpened my skills with a masters at University of Liverpool Management School. PMP certified with an Engineering background and an MBA.

Results oriented, self-motivated with analytical skills, openness, and adaptability to change.

## EXPERIENCE

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### IT Adviser (Freelance)

**Lebanon**  
**Oct 2022 – Present**

- Advising companies and helping them in their Digital Transformation
- Helping companies throughout the ERP selection process from RFP to analysis and selection process of Tier 1 solutions and proposals like Oracle, SAP, Microsoft
- Helping companies with project management and implementations as required
- Helping management understand the benefits of IT change
- Analyze business needs of companies and advise on solutions accordingly
- Advising on the applications architecture across the organization
- Helping in the development of Cloud adoption strategies through proper change management process
- Provide enablement, training and support to business stakeholders
- Support business development efforts and match the IT initiatives with the company strategy

### TOURISITIC ENTERPRISE COMPANY

#### *IT Project Manager*

**Kuwait**  
**Dec 2017 – Dec 2020**

- Managing Oracle ERP Cloud Transformation Project at TEC as per true cloud methodology, covering different business areas and processes such as ERP, SCM, HR, and Analytics
- Achieving automation in different processes from Procure to Pay cycle, Contracts cycle, Projects to Financials cycle, Payroll to Financials, 3rd party POS systems and Payment systems
- Managing full project lifecycle from project plan, schedules, communications, quality, risks, issues, change management, governance aspects, contract
- Helping users understand the change and provide them with the necessary tools to work on their skills
- Analyzing business needs of different departments to ensure solution meets the objectives based on best practices
- Ensuring deliverables are met as per the project plan and milestones
- Providing weekly project status reporting
- Helping stakeholders understand the business impact and application of new solutions

**ORACLE CORPORATION**  
***Principal Sales Consultant***

**Kuwait & Gulf Region**  
***Oct 2012 – Oct 2017***

- Solution selling and value proposition to customers in different industries
- Working with different LOBs in Oracle to achieve the required targets from Sales, PreSales, Solution Architects, Development, Consulting and others
- Helping in overachieving numbers for presales pool and account managers
- Account Management across the Gulf region, business development and account planning activities
- Building relationships with clients and partners
- Handling customer scoping, product demonstrations, proposal management (RFPs)
- Working with users to formulate business requirements as part of RFP management process
- Analyzing customer business processes, identifying inefficiencies and advising on best practices

**Al-Huriat Printing Press**  
***Sales & Operations Manager***

**Lebanon**  
***Nov 2009 – September 2012***

- Business Process reengineering, analyzing and documenting business processes and requirements
- Helping in developing company strategy in terms of business approach, market study and initiatives
- Managing company IT projects, advising on the IT architecture
- Assessing the needs of the company and recommending solutions to be implemented
- Managing the sales cycle with a sales team, and achieving growth results

**ORACLE CORPORATION**  
***Senior Sales Consultant***

**Middle East & North Africa Region**  
***Nov 2004 – Oct 2009***

- Provided consulting practices on Oracle solutions
- Account Management across MEA, business development and account planning activities
- Solution selling and value proposition to customers in different industries
- Worked closely with customers to qualify solution requirements by interacting with business and technical personnel from the clients' side to fully understand their business needs
- Collaborated with a team of consultants, account managers and partners
- Assisted customers to optimize their current processes by applying best practices

**DAR EL HANDASAH - Shair**  
***Design Engineer***

**Lebanon**  
***Aug 2001 – Nov 2002***

- Worked on many Engineering Projects from different perspectives, from planning, designing, cost estimating, to contractor follow-up.
- Analyzed input from different departments to provide a coherent system

## EDUCATION

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**Masters at UNIVERSITY OF LIVERPOOL**  
**Management School**

**Jul 2021 – Sep 2022**

**PMI – PMP Certification**  
**Project Management Certificate**

**24-July-2020**

**AMERICAN UNIVERISTY OF BEIRUT (AUB)**  
**Masters of Business Administration (MBA) – Finance Track**  
**(GPA=4/4, Top 5 %)**

**Lebanon**  
***Oct 2002 – Jun 2004***

**AMERICAN UNIVERISTY OF BEIRUT (AUB)**  
**Bachelor of Mechanical Engineering (B.E)**

**Lebanon**  
***Oct 1997 – Jun 2001***

## MISCELLANEOUS

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<b>Languages</b>	English, French, Arabic
<b>Professional Membership</b>	Member of PMI Member in the Order Of Engineers and Architect - Lebanon Member in the American University of Beirut (AUB) Alumni Association
<b>Scholarships</b>	Full MBA scholarship at AUB 50% scholarship for Engineering Degree 3rd and 4th year
<b>Interests</b>	Sports (Soccer, Basketball), Travelling, Music, Community Service