

Rami Khadra

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Project Manager with 8+ years of experience managing portfolios ranging from €1-€10M. Record of over €10M in cost savings.
Experience in connecting scientific and business concepts to transform my R&D ideas into four first-to-market products.

EDUCATION

- 2012-2015 **Ph.D. Thesis in Energy and Process, MINES ParisTech – Paris Sciences et Lettres** (*Excellent examiners' reports*)
Created a new generation of absorption machines and proved its feasibility and efficiency despite limited budget.
- 2011-2012 **Master of Science in Energy & Environment, Pierre et Marie Curie University (Paris 6)** (*Rank 1/≈160*)
- 2007-2012 **Honours Bachelor of Mechanical Engineering, Lebanese University** (*Top 5%*)
1 of 4 students out of 90, selected for a double degree scholarship.

PROFESSIONAL EXPERIENCE

- 2017-Present **Project Manager / Energy Efficiency Consultant, CryoCollect - Paris, France**
CryoCollect, start-up I helped found, specializing in innovative and energy efficient processes
- Problem Solving**
- Developed a new machine capable of eliminating up to 100% of Gas losses in LNG carriers for GTT (World leader in LNG containment systems). Project completed within ½ the expected time. Currently prototyping the design.
 - Recommended additional project phases and persuaded GTT to continue partnering with CryoCollect.
- Market Research**
- Headed the development of CryoCollect's strategic positioning in the multibillion post-treatment biogas niche market, through the creation of a segmentation study of the French market.
 - Designed and constructed a first of its kind, €1M biogas purification process for 5 clients (patent applied for).
- Relationship Management**
- Won the call for tenders and delivered a study to help Tanmia, a Middle Eastern company, with urgent strategic decision-making on a \$1M project. Client is in the process of implementing suggested changes.
- 2012-2017 **Research Engineer - Centre for Energy Efficiency of Systems (CES) - Paris, France**
CES, centre specializing in energy efficient buildings, vehicles and industrial processes
- Teamwork**
- Partnered with Air Liquide's team to optimize an integrated absorption column in the RECTISOL cycle. Achieved potential cost savings of €105M/year through CAPEX and OPEX reductions reaching 52 and 22% respectively.
- Customer Focus**
- Exceeded Air Liquide & Total's expectations by proposing enhanced versions of required products that led to an electric consumption reduction of up to 53%.
- Creative Thinking**
- Created an integrated simulation tool that allows 90% faster design changes. Tool is still used by former team members today.
 - Provided partners with safer and cheaper operation modes to manage heat, using equipment up to 60% more energy efficient and capable of reaching temperatures of 150°C (previously unattainable).
- 2014-2018 **Teaching Assistant - MINES ParisTech - Paris, France**
MINES ParisTech, ranked 6th best university in France (Centre for World University Rankings)
- Presenting**
- Consistently achieved satisfaction rates exceeding 90% in feedback provided by students.
- 2011-2012 **Research Engineer - FAURECIA & CES - Paris, France**
FAURECIA, global leader in the automotive parts industry
- Fast Learning**
- Took charge of and delivered an uncompleted PhD project in 2 months; one third of the usual time.
- Leadership**
- Championed a team of 4 technicians in designing and building a test bench on an AUDI A4 car seat, increasing user comfort and decreasing costs by 37%.

OTHER

- Languages**
- English (Expert)
 - French (Expert)
 - Arabic (Native)
- Certifications**
- International Certificate in Corporate Finance – HEC Paris
- Interests**
- Skydiving (19 Jumps)
 - Investing (Index Funds)
 - Martial Arts (6 disciplines - 8 years)
 - Travelling (21 Countries)
 - Reading (Self Improvement)