

Karim Kahwaji

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Education

Bachelor's Degree: Communication and Electronics Engineering
Beirut Arab University

08/2023
Lebanon

Experience

Branch Manager
Virgin Megastores

6/2021 to 9/2022
Beirut, Lebanon

- Successfully led a team of 10 sales associates to consistently exceed monthly sales targets, resulting in a 20% increase in revenue.
- Implemented innovative visual merchandising strategies that enhanced the store's appearance and improved product visibility, resulting in a 15% increase in foot traffic and sales.
- Trained new hires on customer service best practices, resulting in a 40% increase in customer satisfaction rating based on post-purchase surveys.
- Collaborated with the regional manager to develop and execute strategic business plans and marketing initiatives, resulting in a 10% monthly increase in overall store profitability.
- Fostered a positive work environment and strong team morale through effective communication, goal setting, and recognition of individual and team achievements.

Business Development Representative
Lebanese Parking Meters

07/2018 to 06/2020
Beirut, Lebanon

- Leveraged SQL to analyze data and develop strategic business insights that enabled the company to expand operations to 5 new branches with minimal cost, increasing revenue by 25%.
- Played a key role in launching a new online payment feature that eliminated third-party payment agencies and saved the company \$10,000 per month in transaction fees.
- Led the team in developing and executing project plans, ensuring timely delivery of projects within budget and exceeding customer expectations.

Final Year Project

- Designed and developed a band-notched UWB antenna fed by a quarter-wavelength transformer as the topic for a final year project.
- Created a modified rectangular patch with a crescent moon slot to produce a UWB antenna by using a partial ground plane approach and adding slots to the patch and ground.
- Embedded a crescent moon slot into the patch to reject WLAN frequencies (5-6 GHz).
- Designed the crescent moon slot antenna using CST Microwave Studio software on the low-loss RO4003C substrate.
- Achieved a band stop of 5.03 - 6.16 GHz and an operating frequency range of 3.3-8.3 GHz according to simulation results.
- Demonstrated good radiation properties in both E and H planes and achieved a maximum gain of 5 dBi.
- Conducted both simulation and measurement tests, with results showing good agreement.
- The proposed antenna design would be an excellent option for implementation in UWB technology.

Skills

- Trilingual (English, French, Arabic)
- Being detail-oriented and capable of delivering a high level of accuracy.
- Organizational skills.
- MATLAB
- CST studio suite
- CISCO packet tracer
- Microsoft Office applications
- SQL (Structure Query Language)
- ATOL radio frequency planning & optimization

Workshops & Certifications

- Effective problem-solving and decision making.(COURSERA).

- **GCLAU Model United Nations, Lebanon**

10-2016

An educational simulation and academic activity in which students can learn about diplomacy, international relations, and the United Nations. MUN involves and teaches participants speaking, debating, and writing skills, in addition to critical thinking, teamwork, and leadership.

- **DELF, Lebanon**

02/2018

Received a diploma in French language.