

Mike Younes

Street-Smart Technology Engineer

Mike_Younes@outlook.com | +961 71 536 575 | Lebanon/Lebanese

<https://www.linkedin.com/in/mike-younes/> | Immediately Available | 31 Years Old

Post-Grad Professional Experience

Freelance, Beirut, Lebanon, Oct '22-Present (3 years)

Mentor (Training, Personal Growth)

- Built My Personal Brand
- Mentored Clients Privately
- Self-Designed My Websites
- Grew a LinkedIn Page of 20,000+ Followers Organically
- Awarded LinkedIn Top Teamwork & Self-Development Voices
- Created Daily Content & Reached 2,000,000+ Impressions Organically
- Gave Group Seminars & Public Speeches (Life, Business, Growth, Branding & AI)
- Wrote & Self-Published My eBooks (My Gr&wth Playbook - My inkredible Playbook)

Sequel (Murex Partner), Riyadh, KSA, Nov '19-Oct '22 (3 years)

Murex Front Office & Risk Techno-Functional Consultant (Financial Tech, Capital Markets)

- Led the Front-Office & Risk Streams through a Successful Go-Live for a Large Bank in KSA
- Supported 50+ Users after the Go-Live on the Front Office, Risk & Back-Office Streams
- Succeeded in Unifying the Treasuries in the Merge of the 2 Largest Banks in KSA
- Delivered 70+ Change Requests to Improve Each of Our Client's MX.3 Businesses
- Gained In-depth Knowledge of Capital Markets, Money Markets, Forex Markets, Fixed Income Markets, Stock Markets, Commodity Markets, Industry & Products
- Delivered 20+ Trainings Internally to Coworkers & Externally to Clients

Exclusive Management, Beirut, Lebanon, Oct '18-Jul '19 (10 months)

Telesales Consultant (Hospitality, Tourism)

- Closed 15+ Prospects Monthly
- Generated 11,000+ leads through referrals
- Cold Called 50+ Prospects Daily as Part of a Fierce Sales Team
- Built Relationships with Clients & Assisted on Post-Sales Services
- Learned Influence, Marketing, Value Pitching, Objection Handling & Sales Life-Cycle

BankerWay, Beirut, Lebanon, Mar '18-Aug '18 (6 months)

T24 Technical Consultant (Financial Tech, Core Banking)

- Developed Work Orders & Change Requests for a Lebanese Bank's T24 Core Banking Platform

Astrophysics, Jounieh, Lebanon, Jun '17-Feb '18 (9 months)

Service Field Engineer (Tech, Security)

- Installed & Maintained 20+ X-ray Security Machines & Walkthrough Metal Detectors
- Travelled to Our Clients (Airports, Malls, Hotels, Embassies) across EMEA & Africa
- Gained Knowledge on the Safety & Security of Institutions Susceptible to Threat
- Trained Our Clients on How to Apply Excellent Threat Prevention Standards
- Supported 80+ Clients via Emails, Phone Calls & On-Site Visits

Pre-Grad Professional Experience

United Nations Development Program, Beirut, Lebanon, Mar '17-Jun '17 (4 months)

Solar Engineering Intern (Tech, Solar Energy)

- Gained a Fundamental Understanding of **Solar Engineering Design & Clientele**
- **Shadowed On-Site Projects & Collected Market Data** from 300+ Solar Institutions
- Compiled, Visualized & Transformed the Data into the **UNDP's Most Accurate Yearly Report**

Rinov8 Group, Beirut, Lebanon, Jan '14-Dec '16 (3 years)

Event Manager (Hospitality, Event Management)

- **Organized Small & Large Parties as part of a Team of Students** (Celebrations, After-Graduations, Public & Private Commercial Parties, Venue Held Events & Gatherings)

Beirut Tutors, Beirut, Lebanon, Jan '14-Dec '16 (3 years)

University Private Tutor (Training, Education)

- **Tutored AUB University Students** Including Seniors for Programming, Math & Engineering Exams
- **Took My First Student from a Failing Grade to a Score of 100/100 in the Final Exam**
- **Learned** Teaching, Guiding, Explaining Clearly, Preparing Well & Patience

Siemens, Nurnberg, Germany, Jul '15-Aug '15 (2 months)

Programming Intern (Tech, Software)

- **Became Self-Taught in XML & JSON** coding languages
- Created a Tool to Filter through Power Stations, Contributing to Siemens Power 5's Search Engine

MobiMind, Beirut, Lebanon, Jun '14-Aug '14 (3 months)

Video Content Creator (Media, Entertainment)

- **Created Animated Videos in Real-Time** for the '14 Fifa World Cup using Adobe Premiere
- **Published the Content Daily** to our App MobiMind with Thousands of Subscribers in the GCC

Shtrumpf Salad Bar & Grill, Jounieh, Lebanon, May '10-Aug '12 (2 years & 4 months)

Senior Waiter (Hospitality, Food & Beverage)

- **Became the Best Upseller** with the Highest Average Check in all 4 Branches
- **Trained Newly Hired Staff Members**

Academics

American University of Beirut, Beirut, Lebanon, Sep '12-Dec '16 (4 years & 3 months)

Electrical & Computer Engineering B.E.

- Listed on the **Dean's Honor List** (19 Credits Overload)
- **Elected Leadership Club Vice-President** '14 (Member at Large '13)
- **Elected Student Representative** of the Faculty of Engineering & Architecture '12
- Completed **8 Business Electives** (Accounting, Management, Economics & Finance)
- Completed a **Minor in Mathematics** (SAT Scores Math: 800/800 - English: 640/800)

Lycee Francais International, Djeddah, KSA, Nahr Ibrahim, Lebanon, Sep '97-May '12 (15 years)

French International Baccalaureate (Math Specialization)

Languages, Certificates & Personal Accomplishments

- **Fluent in Spoken & Written English, French, Arabic** with Basic Knowledge of Spanish
- **3x Business Strategy Certificates**, Virginia School of Business, '22-'23
- **CPR, AED & First Aid**, Save a Life by NHCPS, Jul '22
- **International Life Coach**, NFNP USA, Apr '22
- **Karate Black Belt**, KSA, Dec '08