

**Mike Rizk**  
New Rawda, Lebanon

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Results-driven sales engineer professional with a strong tech foundation and experience in B2B client engagement. Skilled in testing, prospecting, relationship building, and identifying growth opportunities.

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## Education

### Lebanese American University (LAU), Beirut, Lebanon

B.S. Computer Science, **High Distinction** (2022–2025)

- GPA: 3.8/4 | Honors List & BACC scholarship
  - Erasmus+ scholarship for Exchange Semester, **University of Helsinki**, Finland (Fall 2024)
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## Skills

- **Technical:** Linux, Python, Java, SQL, C, HTML/CSS/JS, Oracle 11, Git, Hubspot, Figma, Webflow.
  - **Communication:** presentations, negotiation, communication, brilliant public speaking.
  - **Language:** Fluent in Arabic, English, and French.
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## Professional Experience

**World Vision Lebanon – Information Management Technology Intern** *Jun – Aug 2024*

- Built tailored digital tools to support project reporting and operational needs

**LAU Simulation Models- Professional MEU Trainer** *Aug 2022- 2024*

- Mentored high school students in negotiation, communication, diplomacy, leadership, and public speaking preparing them for their final conferences.

**University of Helsinki – Board Assistant Member ESN** *Aug– Dec 2024*

- Managed the admin system (“kide.app”) to coordinate multiple cultural and sports events.
- Coordinated event data, user flows, and documentation while ensuring smooth communication among stakeholders.

**World Vision Lebanon – Casual Finance Assistant** *Jul- Aug 2025*

- Updated, maintained, and archived departmental data and documents while ensuring data accuracy and clear documentation.

**Wydin – Sales Engineer** *Oct 2025 -Present*

- Bilingual Sales Engineer managing outbound campaigns and pipeline development using HubSpot, Smartlead & LinkedIn Sales Navigator. Targeting Europe and the Arab World region.
  - Conduct ongoing manual QA testing to ensure product quality and continuous improvement.
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## Key Projects & Achievements

- **Software Engineering:** Developed a gym management system through all SDLC phases.
- **Human Computer Interaction:** Prototyped an interactive system to reduce screen time.
- **Advanced File Sharing:** Built an interface managing different file operations.