

Mike Younes

Computer Engineer

Mike_Younes@outlook.com | +961 71 536 575 | Lebanon/Lebanese
<https://www.linkedin.com/in/mike-younes/> | Immediately Available

Professional Experience

Computel Energy Management, Beirut, Lebanon, 2025-Present

Technical Sales Engineer (Energy Management, Sales)

- **Made 100+ Cold Calls** to Potential Prospects
- **Closed 5 Clients with \$10,000+ Project Value**
- **Helped Businesses Transform Traditional Premises into Smart, Energy-Efficient Facilities**, giving them full Visibility, Control and Measurable Savings

Freelance, Beirut, Lebanon, 2022-2025

Business Coach (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, 2019-2022

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

Astrophysics Inc, Jounieh, Lebanon, 2017-2018

Service Field Engineer (Tech, Security)

- **Installed & maintained 20+ X-ray security machines & walkthrough metal detectors**
- **Travelled to clients (airports, malls, hotels, embassies)** across EMEA & Africa
- **Supported 80+ clients** via email, phone calls & on-site visits
- **Gained knowledge** on the safety & security of institutions **susceptible to threats**
- **Trained clients** on how to apply excellent threat prevention standards

Internships

United Nations Development Program, Beirut, Lebanon, 2017

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**

Siemens, Nurnberg, Germany, 2015

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

Academics

American University of Beirut, Beirut, Lebanon, 2012-2016

Electrical & Computer Engineering B.E.

- Listed on the **Dean's Honor List** (19 Credits Overload)
- **Elected Leadership Club Vice-President** 2014 (Member at Large 2013)
- **Elected Student Representative** of the Faculty of Engineering & Architecture 2012
- 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, 1997-2012

French International Baccalaureate (Math Specialization)

- **Won the Djeddah Football Tournament** (Football Team Striker)
- Contested in the **Debate Team**

Languages, Certificates & Personal Accomplishments

- **Fluent in Spoken & Written English, French, Arabic** with Advanced Knowledge of Spanish
- **Public Speaking, Microsoft Suite, Canva & Design, Email & Copywriting, Coding Skills**
- **3x Business Strategy Certificates**, Virginia School of Business, 2022-2023
- **5x Artificial Intelligence (AI) Certificates**, Google, 2025
- **CPR, AED & First Aid**, Save a Life by NHCPS, 2022
- **International Life Coach**, NFNP USA, 2022
- **Karate Black Belt**, KSA, 2008