

Karim Daouk

✉ Daoukkarim70@gmail.com

☎ +961 81 758 673

🌐 Karim Daouk

🔗 github.com/karimdaouk-cloud

Professional Experience

2025/07 – Present
Beirut, Lebanon

Product Analyst
InMobiles

- Analyzed client requirements, market trends, competitors, KPIs, and operational data to identify business, product, automation, and growth opportunities.
- Translated business and customer needs into functional requirements, workflows, reports, presentations, prototypes, and solution documentation.
- Built AI-assisted product prototypes and demos to validate ideas, support client discussions, accelerate discovery, and turn concepts into tangible solutions.
- Led product-focused presales activities, including requirement gathering, solution presentations, demos, RFP/RFQ responses, technical proposals, feasibility analysis, and client follow-ups.
- Developed data-driven marketing strategies, product improvements, and AI-supported concepts, contributing to a 400% increase in product revenue.
- Collaborated with engineering, project management, sales, international clients, and cross-functional teams to align scope, requirements, technical validation, POCs, delivery activities, and business objectives.
- Explored AI tools and workflow automation to improve documentation, prototyping, product discovery, and operational efficiency.

2024/06 – 2024/09
Beirut, Lebanon

SAP SF Functional Consultant Intern
Edm- Software Solutions

- Analyzed business processes and gathered functional requirements for SAP SuccessFactors Recruiting implementation.
- Configured and customized SAP modules to align with client requirements and business objectives.
- Used SQL to query, review, and validate data for reporting, testing, and implementation support.
- Supported data validation, testing, and issue tracking to ensure system accuracy and reliability.
- Prepared reports and documented requirements, testing results, and process updates for project tracking and knowledge sharing.

Education

2022 – 2025
Beirut, Lebanon

Computer Science
American University Of Science and Technology

Studied Computer Science with a focus on programming, data structures, algorithms, software development, databases, data analysis, and visualization. Developed strong analytical and problem-solving skills to interpret data, understand business and technical requirements, and support decision-making.

Skills

Technical & Data Skills

Advanced Excel, SQL, SQL Server, Python, Data Analysis, Data Visualization, Data Validation, Data Cleaning

Programming & Web Technologies

Java, C++, JavaScript, XML, HTML5, CSS

Languages

- English
- French
- Arabic