

# **SOBHI EL KHATIB**

Beirut-Lebanon: 0096176738561

**Mail:** [sobhikhatib26@gmail.com](mailto:sobhikhatib26@gmail.com)

**LinkedIn profile:** [linkedin.com/in/sobhi-el-khatib-4696b5209](https://www.linkedin.com/in/sobhi-el-khatib-4696b5209)

To succeed in an environment of growth and excellence, earn a job that provides job satisfaction, self-development, and helps me achieve personal as well as organizational goals.

## **OBJECTIVE**

To leverage my skills and experience as a system or business analyst in software engineering, contributing to organizational success through analytical expertise and technical proficiency.

## **PROFESSIONAL SUMMARY**

Motivated and detail-oriented Computer and Communication Engineering graduate with a strong foundation in business analysis, data analysis, and project management. Eager to apply analytical skills, technical expertise, and business acumen to drive organizational success and achieve personal growth in the field of business analysis within software engineering

## **EDUCATION**

**SEPTEMBER 2019 -2023**

**BE in COMPUTER AND COMMUNICATION ENGINEERING, AMERICAN UNIVERSITY OF BEIRUT**

- Concentration in Communication and Networking, Software
- Courses: Python programming, Java programming, programming language design, and implementation, database systems, cryptography and network security, machine learning, electric circuits, digital systems design, analog signal processing, data structures and algorithms, electronics, computer organization, computer networks, and computer architecture, Business Analysis, Project Management, Data Mining, Business Intelligence

**JULY 2019**

**LEBANESE BACCALAUREATE, RAFIC HARIRI HIGH SCHOOL(RHHS)**

- Concentration in General Science (Mathematics)

## **EXPERIENCE**

**SEPTEMBER 2019-JUNE 2020**

**PRIVATE TUTORING**

- Provided weekly private tutoring in basic-level college mathematics and engineering, demonstrating strong communication and teaching skills.
- Developed tailored learning plans to improve student performance in quantitative subjects.

**JUNE 2022 – AUGUST 2022**

**INTERNSHIP AT KHATIB & ALAMI**

- Conducted an 8-week internship using ArcGIS, enhancing my data analysis and geographic information systems skills.
- Analyzed spatial data and created detailed maps, supporting urban planning projects.
- Collaborated with cross-functional teams to gather requirements and present findings.

**FEBRUARY 2024 – AUGUST 2024**

**INTERNSHIP AT PULP CREATIVE AGENCY, A SUBSIDIARY OF WEST COAST INVESTMENTS**

- Conducted a 6-month internship as a Web Development Intern.
- Assisted in building and maintaining websites for clients.
- Contributed to the overall IT support of the company.

- Collaborated with the development team to ensure project objectives were met.
- Provided technical support and troubleshooting for various IT issues.

**AUGUST 2024 – DECEMBER 2025(RIYADH)**

**FULL TIME AT STARCARE AS A SALES ENGINEER/PRESALES SUPPORT**

**Sales Responsibilities:**

- Engaged with clients to understand their needs and presented tailored solutions for **low-current systems**, including **BMS, ICT, and AV**.
- Built and maintained relationships with potential and existing clients to support business growth.
- Prepared commercial proposals, negotiated terms, and closed deals within tight timelines.
- Collaborated with the marketing team to identify and target key market opportunities.

**Presales Responsibilities:**

- Provided technical expertise and support during client meetings and solution presentations.
- Created and delivered detailed product demonstrations to address specific client challenges.
- Assisted in preparing technical proposals, RFP responses, and solution designs.
- Coordinated with project and engineering teams to align proposed solutions with client expectations.

**MAY 2026 – PRESENT**

**FULL TIME AT SAAB RDS AS A Technical Sales Engineer (Presales, Proposals & Commercial Coordination)**

- Supporting business growth by bridging technical solutions with customer needs through consultative sales, presales engineering, and commercial proposal management.
- Manage the end-to-end sales cycle, from opportunity identification and customer engagement to solution presentation, proposal preparation, and commercial follow-up.
- Collaborate with engineering teams to understand customer requirements and develop tailored technical solutions aligned with business objectives.
- Prepare technical and commercial proposals, quotations, statements of work, and solution documentation to support successful project acquisition.
- Provide presales support by analyzing customer challenges, presenting technology solutions, and translating technical capabilities into business value.
- Coordinate with suppliers and internal stakeholders to support procurement activities, pricing, availability, and delivery requirements.
- Support project execution by managing logistics coordination, order tracking, and communication between customers, vendors, and technical teams.
- Build and maintain strong customer relationships across industrial, aerospace, defense, automotive, and technology sectors.
- Contribute to business development activities by identifying new opportunities and supporting strategic growth initiatives.

## SKILLS

- Excellent verbal and written communication skills; fluent in Arabic, French, and English.
- Strong Analytical and Problem-Solving Skills
- Excellent Communication and Negotiation skills
- Ability to work under pressure and in an uncertain environment
- Project Management: Capable of managing projects, meeting deadlines, and working under pressure.
- Proficient in Microsoft 365 Applications and Programming Languages: Python, SQL, Java, C++, HTML, JavaScript, MATLAB, LabVIEW, CRM Tools(ZOHO, Salesforce)
- Experienced in building relationships and aligning solutions with customer requirements.
- Strong Leadership and Teamwork Skills proven through active participation in engineering societies and clubs.
- Skilled in handling discussions and closing deals effectively.
- Technical solution design, proposal drafting, and conducting product demonstrations tailored to client needs.

## PROFESSIONAL DEVELOPMENT

- Active participant on HackerRank, solving challenges and participating in competitions, and I have completed online courses on Data Analysis and Business Intelligence from Coursera, including "Introduction to Data Science" and "Advanced Business Analytics."

## ACTIVITIES & INTERESTS

- Active member of several engineering societies and clubs, including:
  - IEEE - Institute of Electronic and Electrical Engineers – American University of Beirut's chapter
  - Biomedical Engineering club at the American University of Beirut
  - Entrepreneurship club at the American University of Beirut
- **Career interests:** Business Analysis, Data Analytics, Artificial Intelligence and Machine Learning, Business Development, Technical Sales, Presales Solutions, Customer Relationship Management, Strategic Account Management, Client Success, Sales Enablement, Market Research, Proposal Development, and Technology-driven Business Solutions.
- **Personal Interests:** Football, Basketball, Reading, Community Service, and volunteering: Volunteered as a data analyst for a local non-profit organization, analyzing donor data to improve fundraising strategies.