

Mohamad Ali Absi

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Final-semester undergraduate eager to begin a full-time sales role. I thrive on prospecting and turning first conversations into long-term customer relationships—continually seeking new business while nurturing existing accounts. Strong listener and communicator who maps customer needs to tailored, high-quality solutions that drive revenue growth and strengthen brand reputation. Collaborative teammate with a bias for action—comfortable owning targets, tracking pipeline health, and coordinating with operations and marketing to deliver on promises. Ready to learn fast, adapt quickly, and help the company win from day one.

EDUCATION

Beirut Arab University (BAU) – [B.S in Computer Science] [Sept 2023] – Present

- Currently pursuing [B.S] in [Computer Science].

American University of Beirut (AUB)
[2020] – [2022] (Transferred)

- Completed coursework before transferring to BAU.

EXPERIENCE

Software Engineer Intern | VML , Beirut, Lebanon

August 5 – October 5 2025

- Developed and maintained responsive user interfaces using **React.js** and **Next.js**, ensuring cross-browser and cross-device compatibility.
- Collaborated with design teams to integrate **Figma** prototypes into functional, production-ready components.
- Built and optimized **HTML/CSS/JavaScript** features for performance, accessibility, and SEO best practices.
- Implemented **email templates** with responsive layouts, VML compatibility, and dark-mode adaptations for major clients.
- Participated in code reviews, debugging, and version control using **Git**.

Sales Associate | Full Time | Ouppah Gifts, Beirut, Lebanon

June 2024- August 2025

- Prospected and contacted new customers; maintained ongoing client relationships.
- Sold high-end luxury gifts (e.g., shields, trophies, bespoke corporate gifts) to several new accounts.
- Helped match clients with tailored gifting solutions aligned to their needs and occasions.

Programming Intern | CIATEK, Beirut, Lebanon

June – July 2022

CIATEK is a leading privately held IT services and training company in Lebanon, offering various I.T & soft skills related to management, consulting, and training.

- Followed one intensive learning program for Django programming language.
- Utilized Django to design server applications and client interfaces.
- Completed my internship final project which was based on the creation of a website from scratch

IT Administrator | ABSI DESIGN, Beirut, Lebanon

June 2020– June 2022

- Analyzed the business requirements of all departments to determine their technology needs.
- Created an excel sheet based on linked formulas that calculate all profits and losses after only data entry.

Private Tutor

Sep – May 2022

- Tutored advanced Mathematics subjects to university and high school students.

EXTRACURRICULAR ACTIVITIES

**Personal Project | Django/Python
2022**

June-July

- Created a website using JSS, MySQL, CSS language, that served as an online store.

Volunteer | Makassed, Beirut, Lebanon

June 2018 – Sep 2020

- Designed programs for kids aged between 8 to 12 about climate change, and other environmental issues.

Winner of STEAM Fair | Le Lycée National, Beirut, Lebanon

Feb– June 2019

- Created a unique water saving system for low-income households.

SKILLS, LANGUGAGES, HOBBIES

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- Technical skills: Python, Java, JavaScript, Django, Microsoft Excel, Microsoft Word.
 - Languages: Arabic, French, English (Fluent).
 - Hobbies: Chess, Football, Reading.