

**Hisham Al-khayyat**  
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GitHub: <https://github.com/Hashakiko>

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## Experience

### Business Development Specialist

#### Rematch Real Estate | November 2025 – present

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- Drive outbound prospecting initiatives by cold calling real estate agency owners, leveraging structured scripts and dynamic objection-handling frameworks.
- Execute targeted list-building and market research to identify and engage decision-makers across the UAE real estate ecosystem.
- Consistently secure qualified meetings, ensuring each prospect is fully prepped with clear agendas and identified needs.
- Uphold CRM data integrity within HubSpot to maintain visibility across pipeline stages and streamline team collaboration.

### IT Consultant

#### Najjar Stores | Jun 2025 – October 2025

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- Designed and deployed problem-solving software tailored to store operational needs whilst working with OMEGA POS system for Data entry and Invoices
- Provided end-to-end IT support, troubleshooting hardware and software issues across store systems.
- Reviewed, validated, and managed inventory and sales data inputs across digital platforms.
- Managed the online web store and implemented improvements for customer experience and backend performance.

#### ERP Intern – Microsoft Dynamics 365 Business Central

##### *Coders | Jan 2025 – Mar 2025*

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- Collaborated on full ERP deployment, developing extensions and reports using AL and Visual Studio Code.
- Migrated data via Excel, SQL, and PowerShell, ensuring accuracy and performance.
- Maintained and tested MySQL database records.
- Prepared technical documentation and assisted in troubleshooting.

## Retail Sales Associate

### *Al-Khayyat Store | 2020 – 2024*

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- Exceeded sales targets through personalized product recommendations.
  - Resolved customer issues promptly, maintaining high satisfaction rates.
  - Supported inventory management and visual merchandising.
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## Projects

### Civil Safety Android App with AI Assistant (Award-Winning)

- Developed a mobile safety app with real-time data and media uploads using Android Studio and Firebase.
  - Designed UI and managed backend integrations, implementing local server communication.
  - Created a custom AI model for interactive user assistance.
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## Education

Bachelor of Science in Computer Science, Arab Open University | 2022 – 2025

Relevant Coursework: Software Engineering, Web Development, Databases, Data Structures

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## Technical Skills

- **Networking & Automation:** Python scripting with Netmiko for network device automation; familiarity with YANG/NETCONF models and Cisco NSO workflows
  - **Back-End:** C#, Ruby on Rails, Python, Kotlin, Java, Microsoft AL (extensions and reporting in 365 Business Central)
  - **Front-End:** HTML, CSS, JavaScript, React
  - **Databases:** MySQL, MongoDB, PostgreSQL, Firebase integration, Local server Communication
  - **Mobile:** Android Studio (Java, Kotlin, XML)
  - **Tools:** Git, Excel, SQL Server Management Studio, Visual Studio Code, Microsoft SSRS
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## Additional Skills

- ERP Systems support and deployment
  - System configuration, OS recovery and backups (Windows environments)
  - Technical documentation and software research
  - Network automation mindset with hands-on scripting for multi-vendor environments
  - Strong critical thinking, Problem-solving and communication
  - Hardware/software troubleshooting, device setup, and basic networking
  - Proficient in resolving technical errors through research and community resources
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Languages : Arabic ( **Native** ) / English ( **Fluent** ) / French ( **intermediate** )