

SOBHI EL KHATIB

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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 – PRESENT(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.

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 Data Analysis and Programming Languages: Python, SQL, Java, C++, HTML, JavaScript, MATLAB
- 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, Coding, Machine Learning and Artificial Intelligence, Process Improvement, Data Analysis
- 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.