

Abdul Rahman (Abe) Awad

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Professional Experience

Raymond James

06/2024 – 08/2024

Accelerated Development Program - Software Developer (AML Team)

St Petersburg, FL

- Utilized Java, Angular, SQL, and several leading programming languages to develop robust software solutions.
- Performed quality assurance and integration testing for completed projects ahead of deployment.
- Embraced modern development and architectural paradigms to maximize software agility and scalability.

Verizon

12/2022 – 06/2024

Sales Associate (Consumer & SMB)

Tampa, FL

- In my role as a Sales Associate, I provided exemplary customer support through the art of solution selling to both consumers and small business account types, effectively managing their needs and fostering strong, lasting relationships.
- I consistently surpassed both store contribution and haymaker goals, securing a coveted spot among the top 50 stores nationwide while consistently surpassing my quota.

Rapid7

06/2023 – 08/2023

Data Analyst Intern (Data Platform)

Tampa, FL

- Executed end-to-end analytics initiatives, collaborating with stakeholders to gather project requirements, conducting comprehensive data analysis, and delivering impactful results through compelling presentations.
- Delivered valuable analytical support to Rapid7's product teams, leveraging expertise in Amplitude, Tableau, and Snowflake to drive data-driven insights and aid in strategic decision-making processes.

Education

Bachelors of Science in Business Analytics and Information Systems

08/2020 – 05/2024

University of South Florida

Amazon Certified Cloud Practitioner (CCP)

05/2024

Amazon Web Services

Skills

SQL

Tableau

Amplitude

Sales

Effective oral and verbal communication

Java —

Data Analysis

Snowflake

Stakeholder Collaboration

Solution Selling

Analytical Thinking

Presentation Skills

Quota Achievement

Excel

Oracle SQL

MS SQL Server

Python

SNOW/Jira

Customer Relationship Management