

Amir Karim (Alex)

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No Sponsorship Required

PROFESSIONAL SUMMARY

Proficient and highly knowledgeable sales executive with computer science education and 4+ year track record of sales success. Motivated professional who excels at delivering quality service while exceeding revenue benchmarks on a consistent basis.

WORK EXPERIENCE

Software Engineer, *American Express, Phoenix, AZ*

Jun 2019 – Present

- Involved in vulnerability testing for web applications using various tools like SQL Map, Kali Linux, Wireshark.
- Experienced in developing and unit testing smart contracts on blockchain using Solidity (ETH) and Kotlin (Corda-R3).
- 2 years of experience in Data Warehousing (ETL) using Microsoft BI Studio (SSIS & SSMS).
- Full Stack Development: Created web applications using JavaScript, React.js, Node.js, jQuery, Postgres DB.
- Certified Salesforce Administrator**: experienced in creating custom objects and various reports for higher management.

Software Developer Intern & Junior Entrepreneur in Residence, *Adventgx, Bryan TX*

Nov 2018 – May 2019

- Frontend development using React-Native and Redux.
- Project manager of the “Whoop App” team.
- Organized networking events and helped local tech startups with marketing and fundraising.

Account Executive, *Altice, Austin, TX*

Oct 2017 – Nov 2018

- Generated over \$380k in direct sales on \$190k Quota.
- Owned the entire sales cycle**: lead generation and nurturing, discovery, overcoming objections, and closing the sale.
- Established consultative partnerships with clients to understand their specific needs.
- Maintained awareness of the competition and trends and collaborated to influence marketing campaign strategies in the region.
- Managed and mentored 5 reps.

Enterprise SaaS Account Executive, *OpTier, NYC*

July 2012 – Oct 2015

- Overachieved \$300k yearly quota as a top performer.
- Expanded client base by 12% through attending conferences, cold calls, and outbound email prospecting.
- Managed all customer communication from discovery calls through contract negotiation.
- SaaS SDR, Promoted to Account Executive.

LEADERSHIP / ACTIVITIES

- Founder and CRO of Messier LLC NFT Project, (opensea.io/collection/thegregoriginal)** *July 2021 – May 2022*
 - Responsible for project management, community management, & marketing.
 - Generated \$112k in sales of digital assets.
 - Wrote Solidity smart contracts and scripts for art generation and metadata.
- Co-founder and CMO at TAMU Datathon, world's first MLH Datathon (tamudatathon.com)** *May 2019 – Present*
 - Reached out to 28 potential sponsors and provided 4 sponsorship packages and information about our event.
 - Raised over \$50k in sponsorships from 13 companies attending our hackathon event.
 - Helped with event logistics, digital marketing, networking, campus outreach, and setting up workshops for students.
- Co-founder of the Texas A&M Consulting Group (tamuconsultinggroup.com)** *Sept 2018*
 - TACG offers wide range of consulting services to student organizations and startups.
 - Helped grow 3 organizations and 2 student startups on campus by offering them tools and expertise as an officer.
- Marketing Officer at Texas A&M Collegiate Entrepreneurs Organization** *Sept 2015 – May 2017*
 - CEO is a student organization that focuses on entrepreneurship and economic development on college campuses.
 - I created and delivered educational lectures related to entrepreneurship & organized events with guest speakers.

REFERENCES

Blair Wolf, AE, OpTier

Aman Baig, Regional Director of Sales, Altice USA

Andrew Casillas, AE, OpTier

EDUCATION

Texas A&M University, *College Station, Texas*

College of Engineering | **Bachelor of Science in Computer Science, Minor in Cybersecurity**

Dec 2019, GPA: 3.09/4.00

College of Science | Bachelor of Science in Microbiology

May 2012, GPA: 3.32/4.00

College of Science | Associates of Science in Medical Technology

May 2009, GPA: 3.60/4.00

SKILLS AND INTERESTS

- Studied NLP for Coaching Excellence with John Grinder, co-creator of NLP, Certified Virtual Coach by Eben Pegan.
- Ability to communicate at both strategic and tactical levels from the C-suite to operations staff.
- High-impact sales presentation; experienced with identifying and closing sales opportunities effectively.
- Experience in project management and leading technical product development.
- Entrepreneurial, self-motivating, able to inspire & motivate others; Work effectively in a performance measured environment.