Informational Interview Form

General Information

Your Name:	**Dana El Sayegh**	Date:	*11/4/2025*
Employee's Name:	Bahaa Sleem	Position:	*Technology Partnership Manager*
Company:	*Apliman*		

Informational Interview Questions

1. What do you do? What are your job duties/functions/responsibilities?	I design, develop, and maintain telecom software systems. I also lead teams and help deliver client solutions.
2. Why did this type of work interest you, and how did you get started with your career?	I've always loved tech and communication. I got into it after studying CCE and joining a telecom-focused company.
3. What type of education and training prepared you for this career field?	A CCE degree and some extra certifications in networks and software development helped prepare me.
4. How did you get your job? What jobs and experiences led you to your present position?	I worked at smaller firms, gained experience in telecom software, and was referred to Apliman.
5. Does your work relate to any experiences or studies you had in college?	Yes—especially networking, embedded systems, and protocols.
6. What challenges did you have to overcome to get to your position?	Learning telecom protocols in depth and keeping up with evolving standards like 5G.
7. What do you look for in a quality employee?	Technical curiosity, solid engineering foundations, and problem-solving skills.
8. What personal qualities do you believe contribute most to being successful in your job?	Being detail-oriented, proactive, and a good communicator.

9. What skills or talents are essential to being effective in your job?	Programming (Java, Python), network basics, and debugging.
10. What are the types of entry-level positions that you/your company typically hire?	Junior Software Developer, QA Tester, and Tech Support.
11. What are the typical entry-level job functions?	Writing code, testing, and supporting development teams.
12. Do you think there are some entry-level tasks in your area of work that I would be able to do if I were to start working here today? Please list some.	Bug fixing, basic testing, and documenting software.
13. In your experience, what are the top three reasons why young people have difficulties being hired?	Lack of experience, weak soft skills, and unclear goals.
14. In your experience, what are the top three reasons why young people have challenges keeping their jobs?	Poor time management, not taking feedback, and low adaptability.
15. What advice do you have for young employees who want to advance in their career?	Be proactive, keep learning, and seek mentorship.
16. What sorts of changes are occurring in your occupation?	More AI use, cloud-based systems, and focus on security.
17. With the information you have about my education, skills and experience, what other fields or jobs would you suggest I research further?	Cybersecurity, DevOps, or cloud engineering.
18. How much demand is there for people in this occupation? Can you estimate future job openings?	High demand—especially with digital transformation continuing.
19. What are the salary ranges for various levels in this field?	Entry-level: around $7K–$11K/year

	Mid-level: around \$14K–\$22K/year Senior-level: around \$24K–\$36K/year
20. Do you know of other organizations/places of work that do similar kinds of work or use similar skills? Do you know of other people I might be able to talk to who have similar jobs?	Yes—BroadNet, PinPay, and similar telecom tech firms.
21. What's the best advice you'd give to someone interested in this field/seeking to qualify for this position?	Get hands-on experience and show initiative.
22. I am told that problem-solving, *teamwork, and communication* are my strongest assets. Where would these skills be helpful in this organization?	You'd be a great fit for many roles here. Junior Software Developer, QA Tester, Technical Support Engineer, Business Analyst and DevOps Assistant.
23. Would you mind taking a look at my resume/CV?	Sure! I'd be happy to review it.