JAWAD AZZAM

Cybersecurity Sales Specialist

📞 +971555980894

✉ JawadAzzam07@gmail.com

🔗 https://jawadazzam.my.canva.site/

🔗 www.linkedin.com/in/jawad-azzam

📍 Abu Dhabi, United Arab Emirates

Summary

Cybersecurity specialist with a year of experience in sales, effectively combining technical knowledge with a strong focus on client solutions. Skilled in using cybersecurity expertise to support business growth and meet client needs. Fluent in English and Arabic, with a proven ability to build relationships and solve problems.

Experience

TimeX Information Technology Consulting
Abu Dhabi, United Arab Emirates

Internship
04/2023 - 09/2023

- Collaborated with senior engineers on website development projects and forms, utilizing web development languages such as HTML, CSS, JavaScript, andPHP.
- Contributed to the development of functional mobile applications for Android platforms, focusing on user interface design and backend integration.
- Implemented database encryption and hashing algorithms to enhance the security posture of web applications and mobile apps.

Info Strategic
Abu Dhabi, United Arab Emirates

Sales Associate
09/2023 - 09/2024

- Engaged with potential clients to understand their business needs and offer tailored product and service solutions.
- Worked closely with cross-functional teams to ensure clients received the best solutions, leveraging internal resources for technical and product support.
- Assisted in developing and delivering presentations, highlighting how company products could solve client challenges and drive growth.
- Managed the sales pipeline, from prospecting to closing deals, and ensured all sales targets were met or exceeded.
- Built strong client relationships by providing exceptional customer service, follow-up, and support, contributing to increased client retention and satisfaction.

Education

Al Ittihad School
Abu Dhabi, United Arab Emirates

High School Diploma
09/2018 - 05/2019

- Earned my high school diploma and graduated at the top of my class with a total score of 95.5%.
- Worked to maintain my Honor Society membership for all four years.

Al Ain University
Abu Dhabi, United Arab Emirates

Bachelor of Science in Cybersecurity Engineering
09/2019 - 12/2023

- Graduated with a GPA of 3.6, ranking in the top 10% of my class.
- Collaborated effectively with team members on multiple projects, achieving successful outcome.
- Adapted to changing project requirements and learned new programming languages such as Python and Java.
- Demonstrated strong time management skills to meet deadlines in a fast-paced environment.
- Intermediate proficiency in Python and Java programming languages.
- Proficient in MS Office, Word, and PowerPoint for creating presentations and reports.
- Strong work ethic and dedication to project success under challenging circumstances.

Certifications and Professional Development

- Google Cybersecurity Professional Certificate   *05/2024*
- CompTIA Security+   *In progress*

Languages

Arabic:	Fluent
English:	Fluent

Projects

1. ### Functional Website Development
Abu Dhabi, United Arab Emirates
09/2021

- Developed a fully functional website from scratch using web development languages including HTML, CSS, JavaScript, SQL, and PHP.
- Implemented responsive design principles to ensure compatibility across various devices and screen sizes.
- Employed secure coding practices to mitigate common vulnerabilities such as SQL injection and cross-site scripting (XSS).

2. ### Protection Technique for Domain Name Systems (DNS)
Abu Dhabi, United Arab Emirates
09/2022 - 04/2023

- Developed a novel protection technique for domain name systems based on RAID (Redundant Array of Independent Disks) technology resulting in a 10% increase in DNS availability during attacks.
- Implemented fault-tolerant mechanisms to enhance DNS availability and resilience against DDoS (Distributed Denial of Service) attacks.
- Evaluated performance metrics and conducted scalability testing to assess the effectiveness of the proposed solution.

3. ### Secure To-Do Task List App
Abu Dhabi, United Arab Emirates
04/2022

- Designed and developed a secure To-Do task list application for the Android mobile platform.
- Implemented encryption techniques to safeguard user data both at rest and in transit.
- Conducted thorough testing to identify and remediate security vulnerabilities, ensuring robust protection against potential threats.

Skills

Technical Skills:

Security Operations Center (SOC) Monitoring • Security Incident and Event Management (SIEM) • Log Analysis • Incident Response • Intrusion Detection Systems (IDS) • Security Playbooks • Engineering • Information Technology (IT) • Java • SQL • Python • PowerShell • Linux • MSSQL • Oracle • Network Security • Malware Analysis • Firewall Configuration • Vulnerability Assessment • Encryption Technologies • Ethical Hacking Techniques • Risk Assessment

Soft Skills:

Analytical Thinking • Problem Solving • Attention to Detail • Strong Communication Skills • Teamwork and Collaboration • Leadership • Adaptability • Proactivity • Time Management • Critical Thinking