JAWAD AZZAM

Cybersecurity/IT Sales Specialist

📞 +971555980894

✉ JawadAzzam07@gmail.com

🔗 https://jawadazzam.my.canva.site/

🔗 www.linkedin.com/in/jawad-azzam

📍 Abu Dhabi, United Arab Emirates

Summary

A Tech Sales Professional passionate about driving business growth and delivering results through strategic sales and marketing efforts. With a background in cybersecurity, I bring a unique perspective to the table, understanding how technology impacts businesses and how to effectively communicate its value to clients. I specialize in developing impactful sales strategies, building relationships, and driving revenue for organizations.

Experience

Info Strategic
Abu Dhabi, United Arab Emirates

Project Coordinator 09/2024 - Present

- Manage cross-functional teams to ensure seamless execution of IT solution projects.
- Track and report project milestones, ensuring adherence to timelines and budgets.
- Oversee risk management and mitigation efforts, maintaining project momentum.
- Engage with clients, providing regular updates and adjusting plans to meet expectations.

Sales Executive 09/2023 - 09/2024

- Drove lead generation through both inbound and outbound channels, identifying key business opportunities.
- Developed personalized sales strategies alongside senior sales teams to maximize client acquisition and retention.
- Conducted product presentations for AI and IT solutions, including Smart-OCR and CMS products.
- Managed CRM tools to ensure consistent follow-ups, enhancing the sales pipeline and driving revenue.

TimeX Information Technology Consulting
Abu Dhabi, United Arab Emirates

Internship 04/2023 - 09/2023

- Supported development of web applications using HTML, CSS, JavaScript, and PHP.
- Contributed to mobile application development for Android, focusing on UI/UX and backend integration.
- Assisted in implementing encryption protocols to secure web and mobile applications.

Education

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.
- Proficient in Python, Java, and security technologies.
- Developed strong time management and collaboration skills through various group projects.

Al Ittihad School

High School Diploma

Abu Dhabi, United Arab Emirates
09/2018 - 05/2019

- Graduated with honors, scoring 95.5%.
- Member of the Honor Society for all four years.

Certifications and Professional Development

- Google Cybersecurity Professional Certificate — *05/2024*
- HubSpot Inbound Sales Certification — *09/2024*
- CompTIA Security+ — *In progress*

Languages

Arabic: Fluent
English: Fluent

Projects

1. Functional Website Development

Abu Dhabi, United Arab Emirates
09/2021

- Developed a fully responsive website from scratch using HTML, CSS, JavaScript, and PHP.
- Applied secure coding practices to mitigate vulnerabilities such as XSS and SQL injections.

2. Protection Technique for Domain Name Systems (DNS)

Abu Dhabi, United Arab Emirates
09/2022 - 04/2023

- Created a DNS protection system utilizing RAID technology, improving DNS availability by 10%.
- Implemented fault tolerance and scalability measures to protect against DDoS attacks.

3. Secure To-Do Task List App

Abu Dhabi, United Arab Emirates
04/2022

- Designed and built a secure mobile app with encryption to protect user data.
- Conducted extensive testing to ensure robustness against security threats.

Skills

Technical Skills:
- Security Operations Center (SOC) Monitoring
- SIEM, Incident Response, Intrusion Detection
- Python, Java, SQL, PowerShell
- Linux, MSSQL, Oracle
- Malware Analysis, Network Security
- Vulnerability Assessment, Ethical Hacking
- Lead Generation & Prospecting
- CRM, Sales Strategy, Negotiation

Soft Skills:
- Analytical Thinking, Problem-Solving
- Strong Communication & Presentation
- Teamwork, Adaptability, Proactive Leadership
- Time Management, Critical Thinking