

**JAWAD AZZAM**

Cybersecurity Sales Specialist

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# **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, and PHP.
* 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).

1. 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.

1. 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