

## Kareem Youssef

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### SUMMARY

- Responsible for software (LMS) sales over 600k USD to clients in the UAE.
- Software engineer and sales professional with experience in EdTech, background in software development and compliance. Bachelor's in Computer Science with expertise in multiple programming languages and frameworks.

### PROFESSIONAL EXPERIENCE

#### **JobxDubai (startup) - Software Sales Representative | Dubai, UAE | Aug 2024 - Present**

JobXDubai is a modern job board based in the UAE.

- Built and managed relationships with employers in the UAE, onboarded new employers into jobxrecruiter (AI CV processing system). Focused on **corporate clients**.
- Drive traffic to the jobxdubai job board, onboarded 1600 new active members. Focused on consumers. Converted **320 of the 1600** members into paying customers.

#### **Blackboard Middle East (BME) - Software Sales Representative | Dubai, UAE | Jul 2023 - Aug 2024**

BME is the regional distributor for major LMS products like Blackboard.

- Manage relationships with 65+ clients including 30 colleges, 10 high schools, and 25 corporate accounts across Dubai.
- Drive sales of LMS and EdTech products including Blackboard, Class, and others.
- Generated \$600,000 in sales through demos, lead qualification, and relationship building
- Oversee complete sales cycle from prospecting to closing for educational technology solutions

#### **KPMG - IT Auditor | Dubai, UAE | Mar 2022 - Apr 2023**

- Led independent IT audits across multiple client environments (primarily banks in the UAE), working autonomously within a small team
- Implemented General IT Controls (GITCs) and ITAC application controls for enterprise clients. Including
- Conducted comprehensive OS audits across Unix, Solaris, AIX, and HP Unix environments.

### EDUCATION

COLORADO STATE UNIVERSITY, BA Comp sci 2020

### PROJECTS

- VRCAT (VR Concussion Assessment Tool)
- Won **1st place at CSU VR hackathon** out of 100 participants
- Developed VR-based concussion assessment tool using Unreal Engine
- Received Epic Games Mega Grant award and featured at TEDx CSU CSU Outdoor Club Website

- Built and managed website serving 3,000+ users
- Largest student organization on campus

### **TECHNICAL SKILLS**

Languages: C++, JavaScript, Python, Java, HTML/CSSFrameworks/Tools: React.js, Node.js, Docker, Kubernetes, Firebase AI/ML: Stable Diffusion, LangChain Other: Unreal Engine, Git/SVN, Linux/UNIX, Agile/Scrum