Sousse, Tunisia
majdaguir29@gmail.com

www.linkedin.com/in/majd-aguir
(LinkedIn)
github.com/Majd1029 (Portfolio)

Top Skills

Business Development
Customer Experience
International Relations

Languages

Arabic (Native or Bilingual)
French (Professional Working)
English (Professional Working)

Certifications

Intro to NLP for AI
Fundamentals of Deep Learning
Data Cleaning and Preprocessing
with pandas
Python Essentials 1
AWS Academy Graduate - AWS
Academy Cloud Foundations

Majd Aguir

Final-Year AI & Data Science Engineering Student | Leadership
Enthusiast | TEDxHadrumet Head of Partnerships | B2B Sales &
Data Specialist | Incoming Global Internships Team Leader Sales &
Data @AIESEC Tunisia–Sousse
Sousse, Tunisia

Summary

As an AI & Data Science engineering student with a strong
foundation in Python, data analytics, and artificial intelligence, I am
passionate about leveraging data-driven solutions to solve real-
world problems. My academic journey has equipped me with a
solid understanding of advanced technologies, while my hands-
on experience has allowed me to apply these skills in practical,
impactful ways.

In addition to my technical background, I have developed strong
sales and communication skills through my active involvement with
AIESEC, where I've had the opportunity to collaborate with diverse
teams and contribute to meaningful projects. This combination
of technical expertise and leadership experience enables me to
approach challenges with both analytical precision and strategic
insight.

I am eager to connect with professionals, organizations, and
innovators in the tech industry to explore new opportunities,
exchange ideas, and showcase my projects. Whether through data-
driven decision-making, AI applications, or collaborative initiatives, I
am committed to continuous growth and making a positive impact.

If you're interested in discussing potential collaborations,
opportunities, or sharing insights, feel free to reach out. I'm always
open to meaningful connections and professional growth.

Experience

AIESEC in Tunisia
2 years 3 months

Team Leader Sales & Data Manager - Incoming Global Internships
Department
February 2025 - Present (11 months)
Sousse, Tunisia

As a Sales & Data Team Leader in the Incoming Global Talent & Teacher
Department, I combined data-driven strategies with sales leadership to
enhance international internship opportunities. By leveraging analytics
and strategic decision-making, I optimized applicant selection, improved
onboarding processes, and contributed to the program's growth.

Key Achievements:

• Secured 12 out of 32 total internship agreements with local businesses,
expanding career opportunities for international students.
• Developed 3 advanced tools and dashboards using Google Sheets and
Looker Studio, boosting planning and analysis efficiency by 80%.
• Led and mentored a team of 6, strengthening their sales capabilities and
leadership skills while driving goal achievement.

Passionate about data-driven decision-making, enhancing global talent
mobility, and fostering impactful professional experiences!

Head of Sales – Local Conference Organization
August 2025 - October 2025 (3 months)
Sousse, Tunisia

As Head of Sales, I lead a team of three in driving sales, partnerships, and
business development initiatives to ensure the success of a local conference.
My role focuses on creating and executing sales strategies, securing strategic
partnerships, and building strong sponsor relationships to sustain and grow the
event.

Key Achievements:

• Generated +3k TND in revenue by closing 12 sponsorship and partnership
deals to date.
• Directed and coached a team of 3, enhancing their sales execution,
negotiation, and client engagement skills.
• Implemented targeted outreach and business development strategies to
expand the event's partnership base.
• Built and maintained sponsor relationships, ensuring alignment with event
objectives and long-term collaboration opportunities.

Recruitment Specialist
January 2025 - February 2025 (2 months)
Sousse, Tunisia

February 2025 Recruitment Campaign
As a dedicated member of the Recruitment Team, I actively executed AIESEC's February 2025 recruitment cycle, contributing to talent acquisition strategies and optimizing the candidate journey from application to onboarding.

Key Achievements:

- Managed 200+ applicants during the AIESEC Day recruitment event, ensuring an efficient screening process.
- Facilitated the interview process for 100+ candidates.
- Supported coordinating 3+ recruitment activities, enhancing candidate experience and process flow.

Passionate about talent acquisition, recruitment strategy, and candidate experience, with a strong focus on data-driven recruitment processes.

Backend Mobile Developer
September 2024 - January 2025 (5 months)
Sousse, Tunisia

• Designed custom APIs that integrate mobile apps with Google Sheets for real-time data sync and reporting.
• Developing high-performance backend for mobile application.
• Collaborated with cross-functional teams, enhancing project success rates by 10%.

Data Analyst
August 2024 - January 2025 (6 months)
Tunisia

As a Data Analyst for AIESEC in Tunisia's OGX Dashboard, I played a key role in optimizing data-driven decision-making for international exchange programs. By analyzing over 1,796 approvals, 655 projects, and 1,028 completed experiences, I provided insights into market penetration, project distribution, and participant backgrounds.

Key Achievements:

• 57.2% realization rate for Outgoing Global Volunteer programs.

• Enhanced tracking of 472 approvals, 282 realizations, and 1,028 completed projects across multiple countries.
• Provided actionable insights into top destinations (Turkey, Egypt, India) and most engaged backgrounds (Business Administration, Computer Science).
• Streamlined reporting, improving data accuracy and visualization for stakeholders.
Passionate about transforming raw data into strategic insights to drive impact and efficiency in global mobility programs.

Sales Manager - Incoming Global Talent & Teacher Department
October 2023 - January 2025 (1 year 4 months)
Sousse, Tunisia

As a Sales Manager in the Incoming Global Talent & Teacher Department, I played a vital role in connecting international students with career-advancing opportunities. Through strategic partnerships and effective sales tactics, I contributed to 17 signed openings and successfully delivered 6 exchange experiences for international participants.

Key Achievements:

• Closed 2 out of 17 total internship agreements with local businesses, expanding career opportunities for international students.
• Achieved a 35% conversion rate from signed opportunities to realized exchange experiences.
• Led moral interviews for 100% of applicants and coordinated technical interviews with corporate partners.
• Ensured seamless onboarding and cultural adaptation for students settling in Sousse, enhancing their experience and integration.
• Matched interns' skills with employer needs through a targeted profiling approach, optimizing placement success.
Passionate about bridging global talent with local markets, driving international professional experiences, and fostering cross-cultural exchange!

Logistics Organizing Committee Member - Youth Speak 2024
March 2024 - April 2024 (2 months)
Sousse, Sousse, Tunisia

As a Logistics Organizing Committee Member for Youth Speak 2024, I played a key role in ensuring seamless event execution by managing partnerships, logistics, and participant experience. Through strategic sales efforts and operational planning, we delivered an outstanding hackathon event for 107 participants while securing 20 partnership contracts.

Key Achievements:

• Signed 6 out of 20 total partnership agreements, expanding event resources and sponsorship opportunities.
• Orchestrated logistics to ensure smooth event flow, from venue setup to participant engagement.
• Executed a successful hackathon with 107 participants, providing them with top-tier service and resources.
• Developed and implemented sales pitches, securing valuable sponsors and strategic collaborations.
• Ensured 100% sponsor satisfaction through effective communication and closing statements.
Passionate about delivering high-impact events, optimizing logistics, and creating meaningful partnerships that drive success!

CLASS QUIZ
Generative AI Engineer
July 2025 - August 2025 (2 months)
Sousse, Tunisia

- Developing a modular OCR extraction and summarization pipeline using Google Gemini API and OpenAI GPT-4o
- Extracting clean text from images and PDFs with LLM-powered OCR and preprocessing tools
- Generating detailed, multi-paragraph summaries preserving the original language and context
- Handling multilingual documents and academic content with language detection and prompt engineering
- Building with Python, utilizing libraries like pdf2image, langdetect, and optionally Streamlit for UI
- Exporting results in Markdown and text formats for easy study and archival use
- Exploring multimodal AI workflows combining vision and language models for document understanding
- Planning open-source release to support students, researchers, and digital archivists

TEDxHadrumet
Head of Partnerships
March 2025 - May 2025 (3 months)

Sousse, Tunisia

As the Head of External Relations for TEDx Hadrumet 2025, I lead partnership and sponsorship efforts to ensure a successful and impactful event. Managing a team of four, I drive strategic sales initiatives, secure key partnerships, and uphold the quality of investor and sponsor relationships to elevate the TEDx experience.

Key Achievements:

• Developed and executed sales strategies to secure sponsorships, ensuring financial sustainability for the event.
• Contributed to achieving +14k TND in revenues by successfully signing 15 partner deals.
• Managed and mentored a team of 4, enhancing their negotiation and relationship-building skills.
• Built and maintained strong partnerships with investors and sponsors, ensuring alignment with TEDx values and event goals.
• Negotiated high-value sponsorship deals, maximizing resources and opportunities for a high-quality event experience.

Passionate about forging meaningful collaborations, driving event sustainability, and creating impactful experiences through strategic partnerships!

—————

Education

EPI - International Multidisciplinary School
Engineer's degree, AI and Data Science · (September 2023 - 2026)

EPI - International Multidisciplinary School
Preparatory, Information and Communication Technology · (September 2021 - May 2023)