

Mohamed Kaba

(717)-424-9351 - mohamedkaba0629@gmail.com

EDUCATION

Boston University, Boston.

Expected: 2026

Master of Science in Computer Science

Option: Software Development

Pennsylvania State University, University Park, PA

December 2020

Bachelor

of Science in Business

- Option: Management/Marketing
- Minor: Information Science & Technology
 - Student Marshall, Dean's List, Outstanding Academic Achievement
- Honors:

SKILLS

- Communication: Fluent in English, French, Maninka, Susu, and learning Spanish, Arabic ◦ Public Speaking, Presentations and Demos
- Technology : Python, SQL, JAVA, HTML, CSS, Javascript, Git, Tableau ◦ ProTools, Premiere Pro, media Composer, Adobe PhotoShop ◦ Salesforce, Monday.com, Zoom Info, Sales Navigator, 6sense, Five9, MS Office, Google Suite

EMPLOYMENT EXPERIENCE

Avid Technology, Burlington, MA

February 2021- May 2024

Territory Account Manager

Outside sales Representative for Avid Technology in charge of managing 175 accounts in the Northeast and Midwest serving as the point of contact and selling Avid's software and hardware solutions at a strategic level with a focus on customer success. Tasked with Building and maintaining relationships with all aspects of the customer's organization, including executives, engineering, business owners, legal through resolution of product and service-related issues, provision of business leadership and creative direction to clients Generating and analyzing sales pipeline, forecast and reporting to executive management.

MNA Management Consulting, LLC

May 2019- Aug 2020

Account Manager

Sales executive in charge of developing and maintaining relationships, selling consulting services to prospect and existing accounts. Proactively seek new business opportunities in the market Implemented opportunity plans that drive the attainment of critical business objectives and increase revenue. Analyzed multiple market factors

to both anticipate/identify customer problems/needs and recommended appropriate solutions. Utilized strategic probing to identify, evaluate, and recommend alternative business solutions.

Allied Communications Corp

May 2017 – March 2020 Store

Lead, Consultant York, Pennsylvania

Team leader and Support for District Manager in enforcing promotions, generating leads, and driving sales. Coordinated and designed advertisement methods for Store marketing campaigns. Supervised and assisted in training new hires to improve sales skills and product knowledge increasing satisfaction. Identified potential customers through system generated leads. Provided consultation for customers and conducted customer follow up to ensure satisfaction.

New York National Guard

May 2013 – May 2016

Chemical Biological Radiological Nuclear Specialist, Brooklyn, New York

CBRN Specialist in the US Army, New York National Guard. Served the City of New York during Emergencies and trained military personnel and civilian on CBRN defense measures, equipment and operations. Trained in detecting and handling threats like nerve agents, hazardous materials. Serve on Biological Integrated Detection Teams, STRYKER NBC Reconnaissance Platoons, Technical Escort Battalions, Special Forces and Ranger Units and conduct Chemical Biological Radiological and nuclear warfare.

Logan Business Concepts.

January 2013 – October 2014

Sales Executive, Queens, New York

Responsible for converting territory leads into customers and establishing point of sales. Arranged sales visits/meetings with clients and demonstrated products and services. Negotiated sales deals and contracts with clients while achieving 100% of sales targets and goals. Served as mentor and provided training to new hires.

PROJECTS

Professional Portfolio:

Using HTML, CSS, Javascript

November 2024

A portfolio website showcasing my work as a software developer. The website features sections including an about me page, a list of projects, and contact information. The layout is responsive and designed to look great on both desktop and mobile devices.

Choordinator

August 2024

Using Python

A Program that prompts user to input tasks, subjects, and a time in seconds. upon collection of data the program will use a countdown timer and assign random tasks to individuals in order of entry. The timer serves as a gap between assignment of tasks.

Blood Mass Index Calculator

October 2020

Using JAVA

Design and coded an application in NetBeans that served to calculate individuals's blood mass index b based on input.

LEADERSHIP and VOLUNTEER EXPERIENCE

Making Strides Against Breast Cancer, Staten Island, NY

October 2013

Volunteer services and participated in the Walk to join the fight against Breast Cancer and support those affected.

Mentor

March 2021-Present

Assist in College application, Plan Academic Schedule, advise and motivate aspiring and prospect College Students.

Kappa Sigma (Upsilon-Gamma), Staten Island, NY

Jan 2015-Dec 2016

Founding father of the Upsilon Gamma Chapter at the College of Staten Island, NY. Elected Social Chair of Group of Interest during Founding phases, Planned and Conducted Philanthropic Events and Fundraiser.