

Zakariae AHAJI

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As a computer engineering student passionate about sales and digital marketing and new technologies, I aim to combine analytical thinking with strong interpersonal skills to create meaningful business impact. Motivated by innovation, collaboration, and growth, I am driven to take initiative and contribute to projects that deliver measurable results.

Academic Background

Moroccan School of Engineering Sciences (EMSI) 2023 – Present
Computer Engineering

Specialized Institute of Applied Technology 2020 – 2023
Diploma in Software Development

Regional Conservatory of Music and Choreographic Arts 2013 – Present
Diploma in Classical Guitar and Music Theory

Professional Experience

Full-Stack Development and Artificial Intelligence Jul 2025 – Sept 2025

- Developed an intelligent agent based on LLMs to automate e-commerce customer service via WhatsApp.
- Collaborated with the sales team on prospecting, cold calling, client presentations, and improving commercial communication.

E-commerce Manager 2021 – Present

- Created and managed online stores for selling physical products, focusing on winning products research, digital marketing strategy, and sales optimization to maximize profitability.

E-commerce Reseller 2020 – Present

- Negotiated, purchased, and strategically resold used products with optimized margins, developing strong skills in negotiation, closing, customer relations, and inventory management.

Web Developer – Freelance / Personal E-commerce Project 2023 – Present

- Designed and developed e-commerce websites for selling sneakers, watches, and perfumes...
- Built web applications of (delivery, library, taxi...).

Classical Guitar and Music Theory Teacher 2022 – Present

- Teaching classical guitar and music theory at the conservatory, in music workshops, and through private home lessons, for students of various levels, using an adaptive and student centered teaching approach.

Extracurricular Activities and Key Skills

Team Leader

- **Entrepreneurship:** Participated in innovation competitions • Carried out entrepreneurial projects.
- Member of the music and arts workshop • Chess club member.

Soft Skills

- Leadership • Teamwork • Accountability • Integrity • Curiosity • Creativity • Initiative • Self-confidence • Stress management

Certifications

Oracle: Database Admin 19 Certified Professional

Sales & Marketing: Sales Techniques and Commercial Strategy

Cloud: Docker/Kubernetes • Azure Networks

Development: React/Java • C++/Python OOP

Languages

Arabic: Native

English: Advanced

French: Advanced

Amazigh: Beginner

Spanish: Beginner

Interests

- Entrepreneurship • Sales • Reading • Chess • Gym • Fishing • Travel