Hasso Hamid

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Education

University   **Expected Graduation: August 2026**
Fullstack Developer Program   *Nackademin, Stockholm*

- Courses: Frontend Development, JavaScript Frameworks and Libraries, Business Acumen, Databases, Backend Development with JavaScript, Application Lifecycle Management, Web Development with CMS, Backend Development with TypeScript, Internship

Work Experience

RentUp   **Dec 2021 – Nov 2023**
Product Lead   *Cyprus/Hybrid*

- Launched and scaled a real estate platform to **5,000+ daily users** by onboarding **20+ agencies** with free trial campaigns, securing **1000+ property listings** pre-launch and driving **€500K in capital funding** through investor pitches
- Scaled operations from founding team to **10+ full-time employees**, implementing tiered subscription plans that converted **80% of free-tier agencies** to paid contracts, stabilizing **€120K+ annual revenue** within 12 months

KPAX Marketing LTD   **May 2020 – Oct 2021**
Key Account Manager   *Cyprus*

- Retained **95% of top-tier clients** (€50k+ monthly spend) through personalized engagement strategies, including tailored bonus packages and 24/7 priority support, directly contributing to **€200K+ in annual recurring revenue**
- Leveraged player activity analytics to design targeted freespin/bonus packages, increasing average deposit amounts by **40%** for 80+ VIP clients over a 6-month campaign period
- Reactivated **15+ dormant VIP players**, boosting deposit rates by **30% over 3 months**, by analyzing player histories in **Asana** and deploying personalized bonus campaigns tailored to individual gameplay patterns

Telenor AB   **Jun 2019 – Dev 2019**
B2C Sales Representative   *Cyprus*

- Achieved **200%** in team performance by consistently exceeding monthly sales quotas through active listening and tailored customer solutions, resolving **60+ daily inquiries** across sales, retention, and technical support
- Reduced customer churn by **10%** in Q4 2019 by addressing pain points under tight deadlines, leveraging conflict-resolution skills to retain high-value accounts in high-pressure scenarios

Projects

Hakim Livs | *Website* | *Source Code*   **JavaScript | Node.js | Supabase**

- Built a **complete fullstack** grocery e-commerce platform using **JavaScript** and **Bootstrap** for the frontend and **Supabase** with **Node.js** for the backend integrations. Implemented user authentication, and real-time inventory management

Portfolio | *Website*   **React | TypeScript | shadcn**

- Built a modern portfolio with **React + TypeScript + shadcn** to showcase my work

Leadership

RentUp | *Website* | *Instagram*   **Dec 2021 – Nov 2023**

- Collaborated with developers, agencies, and designers to launch Cyprus' first dedicated real estate platform, scaling to **5,000+ daily users** and driving revenue growth for **20+ partner agencies** within 12 months
- Secured **€500K capital funding** through investor pitches and partnerships, positioning RentUp as Cyprus' modern real estate alternative to Bazaraki

Technical Skills

Frontend: React, TypeScript, Next.js, JavaScript, TailwindCSS

UI/Animation: Material UI, shadcn, Chakra UI, Framer Motion

Tools: GitHub, Vercel, Figma, Postman, Supabase, Jira, Trello