

RACIM LONGOU

Computer Engineering Student | Web Developer | Sales Prospecting

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PROFESSIONAL SUMMARY

Computer engineering student with hands-on experience in web development, software solutions, and client relations. Skilled at analyzing requirements, building functional applications, and coordinating with clients and partners. Interested in software development, IT systems, and technical project management.

WORK EXPERIENCE

LunchBox – Chéraga, Algeria 2023 – Present

Food production – Frozen products and meat processing

- Prospect and manage a B2B client portfolio.
- Analyze client needs and handle business negotiations.
- Internship (April – July 2025): Developed a web application for stock and employee management.
- Implemented an internal system to improve product tracking and workflow.

Tradal Auto – Algeria 2024

Car dealership – Vehicle sales and rentals

- Designed and developed the company's main website.
- Assisted with client prospecting and business development.
- Enhanced digital visibility and online presentation of vehicles.

Winover – Chéraga, Algiers 2025

Software development and IT systems

- Contributed to web development and external communications.
- Participated in professional software projects.
- Provided technical support and contributed to discussions on upcoming digital projects.

Djezzy – Dar El Beïda, Algeria April – July 2026

Telecommunications operator

- Internship developing a digital payment solution.
- Participated in technical design and module implementation.

EDUCATION

CESI – Engineering School Ongoing

Computer Engineering (3-year program)

SKILLS

- Web Development: HTML, CSS, JavaScript, PHP, MySQL
- Networking and IT systems
- Technical project management
- Client prospecting and professional communication

CERTIFICATIONS

- Cisco Certified Network Associate (CCNA) – 2025