Zeyad Gaber

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Portfolio => https://zeyad-220.github.io/MyPortfolio/

LINKEDIN => https://www.linkedin.com/in/zeyad-gaber-it/

Professional Summary

- I'm a 20-year-old computer technician and web developer from Egypt, holding a diploma in Computer Science and currently pursuing a Bachelor's degree in Business Information Systems.
- Currently, I work in Real Estate, where I focus on connecting with homeowners and property investors to present valuable opportunities in the market. My role involves making high-volume outbound calls, qualifying leads, understanding client needs, and matching them with the right real estate solutions. I consistently build trust and credibility with clients through clear communication, market knowledge, and a consultative sales approach. I specialize in nurturing leads from the first call to setting appointments and follow-ups, ensuring a smooth handover to the closing team. Working in real estate has strengthened my ability to manage pressure, adapt to client personalities, and maintain professionalism while meeting sales targets.
- Previously, I worked in the Roofing industry, where I gained strong experience in cold calling, lead generation, and customer relationship management.
- Alongside my sales experience, I'm a Computer Technician and Front-End Developer, skilled in HTML, CSS, JavaScript, and responsive web design. I also have foundational knowledge in Java, SQL, cybersecurity, and AI tools, which I use to optimize performance and workflow efficiency.

Professional Experience

Real Estate Agent

RES-VA – Full time

(November 2025 – Present)

- Contact property owners to present selling opportunities and offer tailored real estate solutions.
- Specialize in both residential and commercial properties, guiding clients through every step of the selling process.
- Persuasively communicate property market insights to help owners make informed selling decisions.
- Negotiate offers and terms to ensure the best outcomes for both clients and the company.
- Maintain an updated database of property listings, leads, and client interactions to maximize conversions.

Telemarketing Representative

Mountains Solutions – Full time

(April 2025 – November 2025)

- Conducted daily cold calls to homeowners and business owners offering roof inspections and related services.
- Present product and service features in a clear, engaging, and persuasive manner tailored to customer needs.
- Generate qualified leads and transfer warm prospects to the sales department for closing.
- Collaborate with team members and supervisors to refine sales scripts and share feedback for continuous improvement.
- Built strong rapport and trust with property owners through professional communication and persuasive sales techniques.
- Stay up to date with service knowledge, company updates, and industry trends to ensure accurate messaging.

HR Recruiter

Dragons Academe – Part time
(Nov 2024 – April 2025)

- Managed end-to-end recruitment processes for various roles, including sourcing, screening, and shortlisting candidates.
- Conducted phone and video interviews to assess candidates' qualifications, soft skills, and cultural fit.
- Posted job advertisements across multiple platforms and managed applicant tracking systems.
- Collaborated with team leads and hiring managers to define job requirements and hiring strategies.
- Prepared and updated recruitment reports and performance metrics regularly.
- Played a key role in enhancing candidate experience and promoting the company's employer brand.

Frontend Developer

Freelance – Part time
(Aug 2023 – April 2025)

- Developed and maintained responsive, cross-browser compatible websites for small to mid-scale clients.
- Built user-friendly interfaces using HTML, CSS, and JavaScript with a strong focus on performance and UX.
- Translated client requirements into clean, interactive designs, ensuring brand consistency and functionality.
- Collaborated with clients remotely to gather feedback, revise features, and meet project deadlines.
- Maintained clear documentation and provided technical support after project delivery.

Research Study Assistant

Remote – Part time
(Apr 2024 – Oct 2024)

- Contributed to a doctoral research project focused on the role of Information Technology in transitioning conventional banking to Islamic banking in Saudi Arabia.
- Collected, organized, and analysed qualitative and quantitative data relevant to the research objectives.
- Participated in brainstorming sessions to refine research methodology and data collection strategies.
- Ensured accuracy, clarity, and consistency in data entry, documentation, and reporting.
- Utilized Microsoft Office tools for documentation and data processing, alongside AI tools to streamline repetitive research tasks.

English Teaching Assistant

On-site – Full time
(Jul 2023 – Feb 2024)

- Supported the lead teacher in planning and delivering English lessons for learners of varying age groups and skill levels.
- Prepared lesson plans, worksheets, and interactive activities to enhance student engagement and participation.
- Encouraged a positive and inclusive classroom atmosphere to boost students' confidence in speaking, reading, and writing English.
- Provided individual support to students struggling with language concepts.
- Assisted in evaluating student performance and providing constructive feedback.

Voice Over

Freelance– Part time
(May 2022 – Dec 2022)

- Recorded professional voiceovers for various content types such as audiobooks, ads, and e-learning materials.
- Transcribed audio files and ensured clean, high-quality recordings suitable for clients' branding needs.
- Delivered accurate and contextually faithful translations between English and Arabic, including legal, business, and technical documents.
- Maintained timely communication with clients and met tight deadlines without compromising quality.

Professional Skills

1- •Real Estate • Negotiation • Telemarketing • Cold Calling • Sales Communication • Lead Generation • Active Listening • Objection Handling • Target-Oriented Performance • Client Engagement

2- • Front-End Web Development (HTML, CSS, JavaScript) • Responsive Web Design • Cross-Browser Compatibility

3- • SQL (Basic) • Java (Fundamentals) • Artificial Intelligence (Basic Use) • Cybersecurity (Foundational)

4- • Computer Hardware Maintenance • Microsoft Office (Word, Excel…) • Data Entry • Typing (Fast & Accurate)

5- • Documentation Management • Research & Analysis • HR Recruitment • Team Collaboration

6- • English–Arabic Translation • Voice Over Recording • Audio Transcription

7- • Time Management • Problem Solving • Adaptability • Communication Skills • Remote Work Efficiency • Decision-Making • Leadership

Education

Intermediate Technical Diploma in Computer Science

Alexandria Advanced Technical School Mohrembek,Alexandria **(May 2025)**

Student in Business Information Systems (BIS)

Higher Institute for Computer Science and Business Information Systems Seyouf, Alexandria **(Currently)**

Languages

Arabic

Native

English

Upper Intermediate (B2)

Certifications

• EF SET English Certificate (C1 Advanced) =>
https://cert.efset.org/CpK8F9

• Introduction to IoT and Digital Transformation =>
https://www.netacad.com/certificates?issuanceId=ea80607a-13c9-49a2-a45e-33b1b7e044b4

• Google Analytics Certification =>
https://skillshop.credential.net/44abfd20-c264-4ab4-b180-692a3e7b907d#acc.CTl0cVSw

• Computer Hardware Basics =>
https://www.netacad.com/certificates?issuanceId=7062a5d7-dfe4-4f3f-acc8-6b5fc20e0400

• JavaScript Essentials 1 (JSE) =>
https://www.netacad.com/certificates?issuanceId=1602c823-b33e-49fa-ae3c-2712fa62184d

• Introduction to Cybersecurity =>
https://www.netacad.com/certificates?issuanceId=e2528acf-fe31-40a7-86ec-9453c54b6f94

• Java SE: Programming I =>
https://skillsdynamix.space/files/96041201202319145234180OArFSuwznQnr2X7hBEtak4qaX/show

• Introduction to IoT =>
https://www.netacad.com/certificates?issuanceId=160d6b44-851e-45e3-bde8-1f2fb95dbe02

• Social Media Marketing =>
https://www.life-global.org/certificate/203f48d9-c3a5-4ab8-b804-60bf6e5ce59c

• IT for Business Success =>
https://www.life-global.org/certificate/fae5b968-730e-49b6-ab13-3bc17778d40e

• Business Communications =>
https://www.life-global.org/certificate/3de75587-1bf8-421d-a55a-9776894db2b0

• The Cybersecurity Threat Landscape =>
https://www.linkedin.com/learning/certificates/9aeb7800a5eb699bad28464fb988fda8acc1b7824a3dac4ccb6095a08c045663

• Introduction to Career Skills in Data Analytics =>
https://www.linkedin.com/learning/certificates/e80467a5bef6688ac9f5e00decd2daf57bcf3f56a6b2661b200c7cba067d6da1

• Microsoft Azure AI Essentials Professional Certificate by Microsoft and LinkedIn =>
https://www.linkedin.com/learning/certificates/70e4871ae31dc4f97ef00809ab97235fc908125b70de1bbde9c7f73c1c67c76a?trk=share_certificate