Hamdi Abiib
Technical Sales

Profile

Results-driven and high-achieving salesman with a passion for the art of sales and technical solutions. Graduated with an MEng Chemical Engineering . Enthusiastic about customer success, building rapport and delivering a first class customer service. Experienced in team work and effective communication, and proficient in web development, Saas sales, and CRM tools such as hubspot and email marketing campaigns.

Employment History

FDM Group
June 2022 — July 2023

Technical Business Consultant (Northern Trust), Luxembourg
March 2023 — July 2023

- Filtered databases using MySQL updating hourly financial data for European Markets.
- Implemented and maintained Linux-based solutions to guarantee the reliability and availability of critical financial information.

Software Developer Consultant, London
June 2022 — July 2023

- Used Python to create a database schema, classes, and relationships with MariaDB to ensure efficient data storage and backend links.
- Utilised Figma designs, to make Frontend development
- Created a custom logging system to capture and store system data for debugging and analytics.

Deputy Supervisor at Sodexo, Birmingham
March 2020 — February 2022

- Demonstrated leadership and delegation skills, providing on-the-spot sales training and feedback to team members during the COVID-19 period.
- Strong analytical and problem-solving skills. Excellent written and verbal communication skills.
- Motivated team members to achieve their sales targets and individual goals, resulting in increased sales revenue and organisational success.

Learning and development Intern at M.H Alshaya. Co., Kuwait City
September 2019 — March 2020

- Strengthened engagement by creating and updating learning materials, resulting in a 40% increase in engagement.
- Extended the reach of the new Learning Management System (LMS) program into five additional markets (UAE, Qatar, Lebanon, Jordan, and Egypt).

Details
07375349156
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Languages

English

Arabic

French

- Improved employee satisfaction and work readiness through the creation and coordination of an updated on-boarding program.

Data Analyst at Inrix Media, Birmingham
April 2017 — December 2017

- Monitored and uploaded police scanners traffic incidents to In-house SaaS application.
- Seamlessly automated these updates to gather relevant data, and draw valid conclusions, contributing to effective decision-making.
- Conducted A/B tests with data to analyse the performance to drive continuous improvement

💼 Volunteering

Frontend Developer at Tiiqu (Current), London
September 2023

- Improved front-end using React component library. Updated HTML, and Next.js and resolving CSS errors and enhancing user experience.
- Collaborated in Figma to optimise UI, ensure responsiveness, and correct design issues, resulting in improved visual appeal and user-friendliness.
- Volunteered React, Node.js, and web development skills. Actively participated in testing, learning, and collaboration, making impactful contributions to open-source projects.

🎓 Education

Master's Degree Chemical Engineering, Aston University, Birmingham
October 2021 — July 2022

Graduated with 2:1.

Bachelor's Degree Chemical Engineering, Aston University, Birmingham
September 2017 — August 2021

Graduated with 2:1.

Foundation Engineering Degree, Aston University, Birmingham
September 2016 — August 2017

Graduated with 1st class Merit.

A-level Certificates, Joseph Chamberlain College, Birmingham
September 2014 — August 2016

Chemistry , Mathematics and English Language and Literature

GCSE certificates, Parkview Academy, Birmingham
September 2014 — August 2017

11 GCSEs Grades A-B including Mathematics, English and The sciences

🎓 Courses

Software Developer, Tech Skills
July 2022 — October 2022