

HOSSEIN J ZOBEIDI

Business Technology Solutions Consultant | Business Development | AI Specialist | UI/UX Designer

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PROFESSIONAL SUMMARY

Accomplished technology professional with 13+ years of experience and 39,000+ working hours across business development, AI solutions, product management, UI/UX design, and digital transformation. Expert in leading end-to-end product lifecycles from conception to delivery, integrating cutting-edge AI technologies, and developing intuitive user experiences. Proven track record of driving business growth through strategic planning, innovative solutions, and cross-functional leadership. Multilingual (Arabic, English, Persian) with a passion for leveraging technology to solve complex business challenges.

WORK EXPERIENCE

Product & Project Lead, Web/App/AI Development | Freelancer / Contractor / Co-Founder GCC | April 2020 - Present

- Deliver end-to-end solutions: requirements → scope → delivery → release → analytics → iteration
- Founded and developed AI solutions at xiix.ai since 2022: chatbots, voice agents, and real-time AI avatar conversation apps
- Integrated LLMs with TTS/STT and automation pipelines for business clients across multiple industries
- Designed and developed multi-platform applications:
 - *Shalehi*: Vocational rental marketplace with portals, booking, and financials
 - *Efooz*: Local auction app with listing, bidding, and payment systems
 - *AI Tutor*: Realtime AI interactive avatar for 1-to-1 video call teaching
- Delivered WordPress/E-commerce websites integrated with inventory, payments, and shipping dashboards
- Managed domains, hosting, DNS, SSL, app submissions, and multi-channel digital campaigns

Business Development Manager & Graphic Designer | Ambition Academy, Kuwait | November 2017 - February 2020

- Rolled out customized solutions: QuickBooks, HR, CRM, and evaluated SharePoint, Bitrix24
- Established academic partnerships with Oxford University programs
- Set up first ever Kuwait institution British Council computer-based IELTS test onsite: setup, process, compliance, reporting
- Drove digital strategy: increased web traffic +50%, leads +35%, doubled course registrations
- Managed rollout of new website, online testing system, and improved social engagement +45%

Facilities Management Department Head | Suffix Sport Management, Kuwait | *April 2014 - May 2017*

- Managed 3 major sports facilities with 8-person team across operations, sales, planning, and reporting
- Reduced operational/maintenance costs by ~30% while maintaining quality
- Supported major events: Gulf Bank 642 Marathon, Flying Start Triathlon, Battle of the East, Gulf Run Karting, Endurance Race, Extremesports Skatepark Championships, Spower Soccer Championships

Photographer & Graphic Designer | Ministry of Information, Kuwait | *February 2012 - March 2014*

- Produced visuals, posters, and marketing collateral for TV channels and films
- Collaborated with directors, producers, and actors on media productions

SKILLS

Business Development & Strategy

- Market Discovery & Analysis
- Strategic Planning & Implementation
- Partnership Development
- PRDs, Roadmaps, KPIs, OKRs
- Vendor & Risk Management
- Budget Control & Financial Planning
- Business Process Optimization

Artificial Intelligence & Automation

- AI Chatbots & Conversational AI
- Voice Agents & Real-time AI Avatars
- LLM Integration & Fine-tuning
- TTS/STT Implementation
- AI Automation Pipelines
- Computer Vision Applications
- Natural Language Processing
- AI Model Training & Deployment

Product Management

- Full Product Lifecycle Management
- Requirements Gathering & Analysis
- Agile & Scrum Methodologies
- Cross-functional Team Leadership
- Stakeholder Management
- User Research & Validation
- Analytics & Iteration

UI/UX Graphic Design

- User Flows & Wireframing
- Prototyping & Interaction Design
- Design Systems & Component Libraries
- Branding & Visual Identity

- Responsive & Adaptive Design
- Accessibility Standards
- Editorial Layout & Typography

Technical Expertise

- **Programming:** Python, React, Next.js, Node.js, Swift, Flutter, Expo, SQL, Supabase
- **Tools:** WordPress, Elementor, WooCommerce, Figma, Adobe CC, Jira, Zoho, Bitrix24
- **Infrastructure:** Git, Self Hosting Servers, Vercel, Azure, AWS, Cloudflare, CI/CD, DNS, SSL, Hosting/CDN
- **Design Tools:** Figma, Adobe Creative Suite (Photoshop, Illustrator, InDesign), Midjourney

Marketing & Digital Strategy

- Digital Campaign Management
- SEO & SEM
- Social Media Strategy
- Content Creation
- Data Analysis & Reporting
- Multi-channel Campaigns

EDUCATION

Diploma in Computer Science | Iranian Higher Education School in Kuwait | 2008 - 2010

Graduated with 2nd Highest grade in school and 1st place in National Graduation Project

Diploma, Adobe Creative Suite | Higher Education Institution, Kuwait | 2010

Diploma, Microsoft Office | Higher Education Institute, Kuwait | 2010

RESEARCH & PUBLICATIONS

Afya Model MOA — Medical Diagnosis Novel AI Model | 2023-2024

- Developed a novel AI model for medical diagnosis applications
- Link:
https://www.academia.edu/123190454/Afya_model_MOA_Medical_Diagnosis_Novel_AI_Model

Afya Model xiix ai — Novel Fine-Tuned LLM for Heart Medical Diagnosis | 2023-2024

- Created a specialized fine-tuned Large Language Model for heart medical diagnosis
- Link:
https://www.academia.edu/122726515/Afya_Model_xiix_ai_Novel_Fine_Tuned_Large_Language

KEY PROJECTS

AI Solutions Platform (xiix.ai)

- AI Models Platform: Development environment for creating custom AI solutions
- Voice Agents AI: Intelligent voice-based assistants for business applications
- GCC Law AI: Specialized AI assistant for legal consultation in GCC region
- AI Psychotherapist: Mental health support through AI conversation
- Demos: app.xiix.ai, avatar.xiix.ai, call.xiix.ai, magic.xiix.ai, law.xiix.ai, studio.xiix.dev

Applications

- **Shalehi:** Vocational rental marketplace with portals, booking, and financials
- **Efooz:** Local auction app with listing, bidding, and payment systems
- **AI Tutor:** Realtime AI interactive avatar for 1-to-1 video call teaching

Client Websites & Dashboards

- frivine.com, fahadinfosystem.com, kspfd.org.kw, chixboxkw.com, oxar.co, asib.group, boutiquejz.com, cplusgroup.net, ambition-kw.com

LANGUAGES

- **Arabic:** Mother Tongue
- **English:** Expert
- **Persian:** Expert

ADDITIONAL INFORMATION

- **Experience:** 17+ years | 39,000+ working hours
- **Certifications:** Graphic Design (Adobe Creative), Microsoft Office
- **Awards:** 3 professional awards
- **Fun Facts:**
 - 1st place in National Graduation Project (Computer Science)
 - Managed high-profile events including Gulf Bank 642 Marathon and Flying Start Triathlon
 - Developed AI solutions for healthcare, legal, education, and business sectors

"Combining strategic vision with technical expertise to transform ideas into innovative solutions that drive business growth and enhance user experiences."