Youssef Ghanem

Egypt | Canadian Citizen
youssef.ghanem@alumni.utoronto.ca | linkedin.com/in/ghanem-youssef | https://github.com/youssefhghanem

EXPERIENCE

IBM, *AI Developer*, Egypt — Aug 2025 – Present

US-listed biopharmaceutical company – Enterprise data strategy — *2026 – Present*

- Part of the IBM team defining the data strategy for the company's data and analytics platform (built on Snowflake), designed to support business growth and the fast-growing use of AI across the company's business units.
- Covers target architecture and operating model, data governance and quality, security, privacy and regulatory compliance, AI readiness, a roadmap to the future state, and content that explains the strategy to business and IT teams.

Major North American airline – Multi-agent AI for software testing — *Mar – Sep 2026*

- Project goal was to make production software delivery >50% faster by partially automating software development workflows leveraging AI agents and a human in the loop architecture
- Built a multi-agent QA platform helping testers generate tests for a user story, run them in parallel, and suggest fixes for failing tests.
- Integrated with QA team's tools, connecting to GitHub, Jira, BrowserStack, Maestro and others through MCP servers and APIs.
- Runs on Claude via AWS Bedrock, after a migration from Cursor's command-line agent.

Major Canadian bank – AI tools for workflow automation — *Aug 2025 – Mar 2026*

- Built agentic workflows and tools assisting bank IT staff with API development, legacy system data migrations and code demystification
- Led a full interface redesign (React, TypeScript) of an AI tool that drafts Statements of Work for project managers serving the bank and other Canadian clients, with a separate FastAPI back end for easier use and maintenance.
- Added user-requested features to drive adoption; aligned the tool with IBM's Security & Privacy by Design requirements.

Hitachi Energy, *Sales and Marketing Intern*, Dubai, UAE — Jun – Sep 2025

- Supported cross-functional teams across sales operations, supply chain, systems engineering and service operations.
- Created Power BI dashboards to track sales mix and current, target and forecast revenue.
- Analyzed the end-to-end procurement process in SAP, from supplier onboarding to performance reviews and quality issues.
- Tested AI models in Azure to speed up tender proposals; researched AI for monitoring software on a solar project.

Hitachi Cybersecurity, *Sales and Marketing Intern*, Blainville, QC, Canada — May 2024 – Aug 2024

- Analyzed enterprise RFPs to shape go-to-market strategy; worked with product and marketing on the value proposition.
- Created marketing materials and case studies used by North American sales teams with government, banking, healthcare and IT clients, supporting a $10M+ pipeline.

EDUCATION

University of Toronto, Toronto, Canada — Sep 2021 – Jun 2025

Honours Bachelor of Arts with High Distinction, Digital Enterprise Management — **GPA 3.64/4.0**

- Dean's List Scholar (Winter 2024)
- Thesis on the energy implications of the AI revolution
- Projects: risk assessment for Cohere (AI company); financial feasibility study for a health retail concept, physical arcade game on Raspberry Pi

German International School Dubai, Dubai, UAE — 2021

German International Abitur (Allgemeine Hochschulreife) - Final Grade: 1.3 (1.0 - 4.0; lower is better)

LEADERSHIP & AWARDS

- **Winner, AI Governance Case Competition**, judged by executives and senior staff from KPMG, PwC, Amazon and Accenture (Feb 2025).
- **Vice President, Middle Eastern Student Association** (2022–25): rose from volunteer to VP; membership grew from ~10 to 30+.
- **Equity Research Lead, UTM Capital Management** (2023–24): led a 12-person team building data-driven investment cases.

SKILLS & CERTIFICATIONS

Business: stakeholder management, roadmapping and backlog prioritisation, PRDs and user stories, Project SOWs, Scrum/Kanban, workshop facilitation, AI strategy and use-case prioritisation, AI governance

Technical: Python, JavaScript, TypeScript, Java, PostgreSQL, MongoDB, Numpy, Pandas, TensorFlow, PyTorch, SciKitLearn

AI & data: LangGraph, Claude Agent SDK, Microsoft Agent Framework (AutoGen's successor), A2A protocol, Hugging Face, fine-tuning, distillation, LLM evaluation and observability tools (Deepeval, LangSmith), RAG (Weaviate, Pinecone, Chroma) and AWS Bedrock/Sagemaker

Software & cloud: AWS services (Lambda, S3, API Gateway, ECS), Google Cloud Platform and Azure Foundations, GitHub Actions for CI/CD, React, Next.js, Node.js, pytest, Bash, Kubernetes, Confluence, Claude Code/Cursor CLI, Figma, Docker

Certifications: AWS Certified AI Practitioner; Claude Certified Architect – Foundations; Machine Learning Specialization (DeepLearning.AI, Stanford Online); The Complete Agentic AI Engineering Course (Udemy); FactSet Essentials: Core Products