Khalid Khamis

Pre-Sales / Solutions Engineer | IoT, Smart Systems and AI

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PROFESSIONAL SUMMARY

Pre-sales and solutions engineer with a Bachelor of Electrical and Electronics Engineering (King Saud University) and enterprise technical pre-sales experience: supported demos of smart-building systems at Legrand and translated technical requirements into client proposals. Since 2023, has delivered AI agents, Retrieval-Augmented Generation (RAG) chatbots, and workflow automations for startup and business clients (B2B) through Data Box, an independent Artificial Intelligence (AI) studio. Hands-on Internet of Things (IoT), robotics, and electronics background, including an AI and IoT integration that cut air-conditioning energy consumption by 30%. Arabic and English.

KEY ACHIEVEMENTS

- Reduced air-conditioning energy consumption by 30% through an AI and IoT integration (2021).
- Won 4 first-place hackathons: TechShop 2026, Tawasulthon 2025 (ChatSpeed), Wathba 2024 (1st of 50+ teams), and Spacethon 2024.

WORK EXPERIENCE

Founder & AI Product Manager

Data Box (independent AI studio), Riyadh, Saudi Arabia — Oct 2023 - Present

- Delivered AI agents, Retrieval-Augmented Generation (RAG) chatbots, and workflow automations for startup and business clients (B2B).
- Built 10+ AI MVPs and prototypes across productivity, education, automation, and communication, taking each from discovery to working demo.

Sales Engineer

Legrand, Riyadh, Saudi Arabia — Jan 2022 - Dec 2022

- Supported enterprise technical pre-sales and product demos for smart-building systems.
- Translated client technical requirements into client proposals.

Co-Founder & Product Manager

Solar Gate, Riyadh, Saudi Arabia — Oct 2020 - Dec 2021

- Co-built a solar estimation platform for return-on-investment (ROI) and efficiency calculations, validated through customer discovery with 80+ stakeholder interviews.
- Designed a solar-tilt prototype that improved solar cell efficiency by 6-7%.

Robotics Engineer & Technical Trainer

Smart Methods, Makkah, Saudi Arabia — Sep 2020 - Feb 2021

- Trained 600+ engineering trainees across Electronics, Internet of Things (IoT), AI, and Robotics, and designed hands-on labs.

VENTURES AND COMMUNITY

Founder

Samla (formerly NoNet.app), Riyadh, Saudi Arabia — May 2025 - Present

- Shipped the Samla Club Progressive Web App (PWA) on React and Supabase, live since Sep 2026; led the iOS build on SwiftUI and Apple Screen Time APIs.

Founder

With Builders (formerly With Khalid), Riyadh, Saudi Arabia — Mar 2026 - Present

- Run weekly live meetups (15+ to date) with rotating expert guests and ran 3 community hackathons.

Design-Thinking Facilitator (Contract)

HUED, Riyadh, Saudi Arabia — 2023 - 2025

- Facilitated 9 design-thinking workshops and hackathons for community and corporate audiences.

SKILLS

Solutions: Technical Pre-Sales, Sales Engineering, Product Demos, Client Proposals, Return on Investment (ROI) Calculations, Customer Discovery, Stakeholder Interviews, Stakeholder Management, Workshop Facilitation, Pitching, Technical Training

Engineering: Electrical and Electronics Engineering, Internet of Things (IoT), Energy Efficiency, Solar Energy, Robotics, Electronics, Rapid Prototyping

AI: Large Language Models (LLMs), Generative AI, Prompt Engineering, AI Agents & Agentic Workflows, Retrieval-Augmented Generation (RAG) & Chatbots, Model Context Protocol (MCP) & Tool Integrations, AI Evaluations (Evals), Workflow Automation

Technologies: Claude, Claude Code, Codex, Cursor, Lovable, n8n, Supabase, Vercel

EDUCATION

Bachelor of Electrical and Electronics Engineering

King Saud University, Riyadh, Saudi Arabia — Graduated Jan 2021

Graduation Project: AI and IoT Smart Home Management Device (Grade: A+).

Member, Saudi Council of Engineers (SCE).

PROJECTS

- ChatSpeed - WhatsApp omnichannel assistant with a RAG system; first place at Tawasulthon.
- AI Content Canvas - AI content creation and management platform.

LANGUAGES

Arabic (Native), English (Professional Working Proficiency)