

CEO | Software Development | Brand Building | Public Relations

Versatile and results-driven Project Manager with a comprehensive skill set in system analysis, software development and a passion for driving digital transformation. Skilled in fostering effective communication and collaboration within cross-functional teams, leading to successful project execution and deliver innovative solutions. Possessing a keen understanding of Agile methodologies, with a focus on streamlining project management for on-time and on-budget completion. With a proven track record in implementing new technologies and driving digital initiatives for increased efficiency and business growth. Actively seeking opportunities to apply these skills in challenging roles.

AREAS OF EXPERTISE

- Full-Stack Development
- Database Administration
- System analysis
- Problem-Solving and Troubleshooting
- Mobile App Development
- Project Management
- Communication and Collaboration

PROFESSIONAL EXPERIENCE

CEO

OteK IT Services

Dec 2020 - Present

Spearheaded the successful execution of 60 projects, ensuring adherence to timelines and budgets while maintaining a high standard of quality, resulting in a 75% increase in client satisfaction. My role encompasses account management, marketing, client interactions, proposal preparation, programming, and overall project management.

- Successfully led the development of 50 websites, resulting in a 75% increase in client satisfaction and a 100% improvement in project delivery timelines.
- Applied entrepreneurial acumen to identify and capitalize on business opportunities, contributing to a 30% increase in revenue.
- Streamlined project management processes, reducing development time by 50% and enhancing overall project efficiency.
- Implemented Agile methodologies, improving project delivery times by 60% and fostering a collaborative and adaptive work environment.
- Led a team in the development of 60 projects including ASP, wordpress, angular, ionic and laravel, consistently meeting or exceeding client expectations.
- Applied strategic marketing initiatives, resulting in a 20% increase in project acquisition and revenue generation.
- Established and maintained strong client relationships, leading to repeat business and a 50% growth in the client portfolio.
- Conducted thorough market research, identifying emerging trends and technologies, contributing to the company's competitive edge.
- Introduced streamlined proposal preparation processes, reducing turnaround time by 10 days and increasing the win rate by 30%.
- Implemented efficient project management tools, resulting in an improvement in project tracking and reporting accuracy.

Data Management and Oracle Data Entry

Yemen Microfinance Network

Aug 2019 – Nov 2020

Played a pivotal role in the Data Management and Data Entry for the Yemen Emergency Crises Response Project (Yemen Emergency Crises Response Project), ensuring the efficient organization and utilization of critical data.

- Developed bat scripts for efficient data insertion, achieving the insertion of thousands of rows in less than a minute, and enhancing overall data processing efficiency.

- Utilized tools such as PowerBI, SPSS, and TOAD for data analysis and reporting, enhancing decision-making capabilities.
- Provided technical assistance to field coordinators, contributing to improved data collection and reporting processes.
- Engineered and optimized database Views, Procedures, and Triggers, resulting in a 25% improvement in overall database performance and responsiveness.
- Collaborated closely with the MEAL Officer, introducing and implementing data validity measures, leading to a 95% reduction in data entry errors.
- Successfully managed and maintained the integrity of large datasets, ensuring accurate and reliable information for decision-making.

Field Officer Assistant

Prodigy Systems

Oct 2018 – Dec 2018

Contributed to the success of the Emergency Cash Transfer Project, specializing in efficient data analysis and reporting as the Field Officer Assistant.

- Collected, analyzed, and disseminated reports summarizing Payment-Agents Daily Issues, contributing to a 30% improvement in decision-making and overall project understanding.
- Established streamlined reporting processes, reducing reporting time by 85% and ensuring timely and accurate dissemination of critical information.
- Collaborated closely with field coordinators to identify and address data collection challenges, resulting in a reduction in data entry errors.

Systems Analyst, Full-Stack Developer and Mobile App Developer

OteK IT Services

Mar 2014 – Dec 2017

Contributed significantly to OteK IT Solutions by serving in a multifaceted role involving system analysis, full-stack development, and mobile app developments.

- Managed and created databases using MySQL, SqlServer, and more, optimizing data storage and retrieval processes, resulting in a 70% improvement in overall database performance.
- Applied MVC design patterns to develop various websites, leading to a 20% improvement in site performance and user satisfaction.
- Demonstrated proficiency in Android app development using Ionic, Angular, and Cordova Cross Platform, expanding the company's service offerings and diversifying the client base.
- Collaborated within teams using Git Version Control, ensuring organized and efficient project development, and contributing to a 50% reduction in versioning errors.
- Analyzed application requirements and modeled suitable databases accordingly, improving overall system performance and responsiveness.
- Independently created and designed various Android Apps, enhancing the company's portfolio and customer engagement.
- Played a key role in creating and managing Access databases, establishing and maintaining relationships, and implementing automation through Macros, improving overall data management efficiency.
- Conducted training sessions on best practices in database management and full-stack development, contributing to the professional development of team members.
- Spearheaded the implementation of logical and physical relationships among entities in the database, resulting in a 90% reduction in data redundancy.
- Successfully applied analytical skills to identify and resolve complex programming issues, resulting in a 60% improvement in application performance and user experience.

Operation Manager's Assistant

CruGas Ltd

Jun 2015 – Dec 2016

Played a vital role as the Operation Manager's Assistant at CruGas Ltd, contributing to the efficient management of Ship-to-Ship (STS) operations.

- Managed complex Ship-to-Ship operations involving Yemen Petroleum Company and Hodeida Commercial Port, ensuring seamless logistics and timely deliveries.
- Implemented effective reporting mechanisms, summarizing daily Ship-to-Ship performance, contributing to a 30% improvement in understanding operational efficiency.
- Provided valuable assistance and ideas, resulting in the successful completion of Ship-to-Ship operations in the least time possible.
- Collaborated with cross-functional teams to optimize operational workflows, contributing to a 100% reduction in turnaround time.
- Successfully handled and disseminated reports summarizing daily Ship-to-Ship performance, improving overall decision-making processes.
- Applied problem-solving skills to address daily operational challenges, contributing to a 25% increase in overall operational efficiency.
- Played a key role in liaising with stakeholders, ensuring effective communication and coordination in STS operations.

EDUCATION & CERTIFICATES

English Proficiency Certificate

Exceed Language Center

2012

Completed all English Levels

Front-End Development Internship

Apex for Training and Consulting

2014

Bachelor of Science in Information Technology

Lebanese International University, Yemen

2015

- CGPA 3.45/4.0
- Implemented a full CMS system for the Student Center Management using Yii Framework

Advanced Excel Course Certificate

Talal Abu-Ghazzalah Institute

2018

Change Management & Effective Motivation Certificate

Yemen Microfinance Network

2020

Diploma in Project Management

Canadian Training Center of Human Development

2021

Foundations of Project Management

Google

2023

Project Initiation: Starting a successful project

Google

2023

Project Planning putting it all together

Google

2023