

Saqer Al-Nairab

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Professional Summary

Senior PHP Developer & Sales Force Effectiveness Lead with 4+ years of experience in CRM development, digital transformation, and cloud services. Skilled in designing, developing, and implementing software solutions that align business and technical requirements. Proven ability to lead teams, deliver end-to-end CRM projects, and drive sales effectiveness through technology and process optimization.

Core Skills

- Programming & Development: PHP, JavaScript, jQuery, AJAX, HTML, CSS, Bootstrap, MVC, REST API, MySQL
- CRM Platforms: SuiteCRM (SugarCRM customization), Salesforce Effectiveness Tools
- Cloud & Systems: Red Hat Cloud, Linux OS, Bash Shell, Cloud Application Management
- Business & Analytics: Business Analysis, Strategic Planning, Power BI, Digital Transformation
- Soft Skills: Team Leadership, Negotiation, Communication, Customer Relations, Agile Methodology

Professional Experience

Pharma International - Axantia Group

Sr. PHP Developer & Sales Force Effectiveness Lead | Jan 2025 – Present

- Lead CRM project delivery, including customization, workflows, and reporting.
- Develop web applications using PHP, MySQL, and MVC framework.
- Customize SuiteCRM with new modules, workflows, and reports.
- Provide technical guidance, demos, and training for management and sales teams.
- Support cloud-based solutions using Red Hat Cloud and Linux.
- Develop sales enablement tools and performance dashboards with Power BI.

Specialized Technical Services (STS)

Sr. PHP Developer & Acting CRM Services Team Leader | Nov 2023 – Dec 2024

- Collaborated with sales teams to prepare technical proposals and PoCs.
- Delivered customer-facing demos and technical assessments.
- Led a CRM services team, supervising and mentoring developers.
- Managed CRM solution design, development, and customization projects.
- Integrated cloud-based CRM with REST APIs and business systems.

PHP Developer – Cloud Services | Feb 2022 – Oct 2023

- Customized and deployed SuiteCRM on private cloud infrastructure.
- Developed PHP/MySQL applications following MVC principles.
- Built workflows, reports, and integrations with third-party services.
- Automated business processes and optimized CRM performance.

CSC Beyond

Full Stack Web Developer | Jun 2020 – Jan 2022

- Built and maintained web applications using PHP, MySQL, JavaScript, and Bootstrap.
- Developed CRM modules, workflows, and UI enhancements.
- Integrated REST APIs into business applications.

Education

Bachelor's Degree in Software Engineering

Al-Zaytoonah University of Jordan | Jan 2017 – May 2020

Certifications & Training

- PHP Mastery Training
- Customer Service Expert
- Quality Management

- Soft Skills & Job Skills Training

Languages

- Arabic: Native
- English: Professional (Business Writing & Communication)