
Saqer Al-Nairab

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SPECIALITIES

Digital Transformation, Software Architect, PHP Development, Digital Transformation, Strategic Planning, Cloud Services, Negotiation, Business Analysis.

Summary

A dedicated Senior Custom Software Solution Architect with 4 Years of Expertise in Designing, Development Implementation, and Operations of CRM software services and solutions.

Accountable for ensuring the business and technical architecture of delivered solution matches customer technical and functional requirements and commit to customer success.

Trainings and Certifications

Trainings:

- ✦ PHP, "Became PHP Master",
- ✦ Soft and Job Skills
- ✦ Customer Service Expert
- ✦ Quality Management

PROFESSIONAL EXPERIENCE

January 2025 – Till Now:

Pharma International - Axantia Group Job Title: Sr. PHP Developer and Sale Force effectiveness Lead

- Prepare presentations, business cases, PoC's in collaboration with the sales team.
- Provide strategic & tactical guidance to both sales teams and customers on current and proposed technical environments.
- Deliver Technical presentations, demos, and assessments for the management.
- Responsible on Deliver Full CRM projects.
- Help and supervise the team members with their tasks.
- Working on Red Hat Cloud Computing (private cloud), Linux OS.
- Executing commands, managing files, directories and databases using the bash shell. Developing and managing cloud services applications, mainly we are customizing open-source called SuiteCRM (SugarCRM).
- Customizing, adding workflows and reports, styling the theme, using PHP as backend and JS, CSS, JQUERY, BOOTSTRAP as frontend.
- Working in the development of web applications using PHP and MYSQL server following the model-view-controller (MVC) architectural pattern.

- Working with REST API.
- Design and develop sales capability tools and enablers to increase sales performance and embed and sustain strategies and initiatives.
- Acts as an advocate for sales leaders/forces with National Office partners including escalating gaps/requirements/quick wins
- Translating business strategies and priorities into executable actives and practices by CB sales forces.
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- Power BI

November 2023 – December 2024:

Specialized Technical Services (STS) Job Title: Sr. PHP Developer and acting as CRM Services Team Leader

- Prepare presentations, business cases, PoC's in collaboration with the sales team.
- Assist sales with customer facing meetings/calls to help gather requirements.
- Provide strategic & tactical guidance to both sales teams and customers on current and proposed technical environments.
- Deliver Technical presentations, demos, and assessments for customers.
- Understand the technical needs of the customers and articulate the value of the company's products and solutions in meeting those needs.
- Responsible on Deliver Full CRM projects.
- Help and supervise the team members with their tasks.
- Working on Red Hat Cloud Computing (private cloud), Linux OS.
- Executing commands, managing files, directors and databases using the bash shell.
- Developing and managing cloud services applications, mainly we are customizing open-
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February 2022 – October 2023:

Specialized Technical Services “STS” Job Title: PHP Developer – Cloud Services

- Working on Red Hat Cloud Computing (private cloud), Linux OS.
- Executing commands, managing files, directors and databases using the bash shell.
- Developing and managing cloud services applications, mainly we are customizing open-source called SuiteCRM (SugarCRM).
- Customizing, adding workflows and reports, styling the theme, using PHP as backend and JS, CSS, JQUERY, BOOTSTRAP as frontend.
- Working in the development of web applications using PHP and MYSQL server following the model-view-controller (MVC) architectural pattern.
- Working with REST API.

June 2020 – January 2022:

CSC Beyond Job Title: Full Stack web developer

- Customizing, adding workflows and reports, styling the theme, using PHP as backend and JS, CSS, JQUERY, BOOTSTRAP as frontend.

- Working in the development of web applications using PHP and MYSQL server following the model-view-controller (MVC) architectural pattern.
- Working with REST API.

EDUCATION & TRAINING

Jan 2017 - May 2020 **Al-Zaytoonah University**

Bachelor's degree in software engineering

SKILLS

- Strong problem-solving skills and willingness to roll up one's sleeves to get the job.
- Ability to understand the needs of the customer and the best for him.
- Ability to prospect and engage clients and build relationships that work towards delivering projects.
- Collaborative working.
- Customer Relation Management.
- Excellent written and verbal communication Negotiation skills.
- Ability to manage relationships internally to ensure the virtual team works coherently.
- Web development: HTML, CSS, JavaScript, jQuery, AJAX, and PHP.
- Database: MySQL Database
- Capable of Using Source Code Repositories
- Communicate with Technical and Non-Technical Resources
- Discover Bugs within Software
- Experience with Agile Development Process Experience with Web Based Testing
- Identify, Isolate and Track Bugs Throughout Testing
- Review User Interfaces for Consistency and Functionality
- Thorough Understanding of Software Development Life Cycles
- Ensure activities meet and integrate with organizational requirements for quality management, health and safety, legal Stipulation, and general duty of care.
- Arabic and English, business writing and talking skills.

REFERENCES

- References are available upon request.