



Fahad Mohammed Jafar Al Amoudi

LEAD FULL STACK DEVELOPER & PROJECT MANAGER

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Profile

A 32 years old Arab/Portuguese/Indian Software Engineer and self-taught UX/UI Designer and Web Developer. My background however has always been design-driven; ever since I created my first website at the age of 15 I've always been excited with the idea of crafting something that people can interact with. I went on to study a Software Engineer career because I believe great products are more than just good ideas carefully executed through good design. Software still is and will always be the engine powering them. Great web design without functionality is like a sports car with no engine., said Paul Cookson once. I truly enjoy crafting digital experiences, whether that is handling the UX/UI design, leading the software development by example, or managing the entire project.

Education

2015 – 2018 London, United Kingdom	Diploma In Insurance, Middlesex University Completed my Diploma in Insurance to under the Insurance Market and Products in-depth.
2012 – 2014 Ahmedabad, India	Master of Business Administration & Marketing - MBA, Carlox Teacher's University Completed my Masters in Business Administration and Marketing to understand in-depth view of Business and Marketing.
2009 – 2012 Mumbai, India	Bachelor of Computer Science - BSc, EILM University Completed my Bachelors in Computer Science to be an Expert in Programming and to know how all everything works.
2005 – 2007 Mumbai, India	Tilak Education Society's S K College of Science & Commerce, <i>High School Diploma</i> Completed my High School in the filed of Science & IT to pursue my dreams to be A computer Science Graduate.
2004 – 2005 Mumbai, India	Secondary Certification, St. Augustine High School Completed my Secondary in the field of Math's & Sci

Professional Experience

04/2020 – present
Baku, Azerbaijan

Lead Developer & SEO & Tech Expert, *benzeine* [✉](#)

Conducting research and deconstruct users' digital interactions and habits.

Coming up with UI and UX strategies based on target goals.

Creating and maintaining digital assets, such as interface design files, wireframes, and interactive Mockups using {{ design and prototyping tools: e.g., Sketch and IN Vision}}.

Design, build, and maintain highly reusable JavaScript, HTML and CSS code.

Monitoring app performance, watch for traffic drops related to site usability problems and rectify any issues.

Writing functional requirement documents and guides.

Turning UI/UX designs into prototypes, creating excellent interactions from designs.

Writing reusable code and libraries (with matching documentation) to a standard which makes it quick and easy to maintain the code in the future.

Optimizing applications for maximum speed & scalability.

Designing new features, or maintain old features.

Collaborating with back-end developers and web designers to improve usability.

Helping back-end developers with coding and troubleshooting.

Staying up-to-date with emerging technologies.

Understanding the limitations of tech stack and business model and provide technical advice wherever necessary.

Develop optimization strategies that increase the company's search engine results rankings.

Research SEO keywords to use throughout the company's website and marketing materials.

Set measurable goals that demonstrate improvement in marketing efforts.

Monitor daily performance metrics to understand SEO strategy performance.

Efficiently communicate with other marketing professionals to align goals.

Write compelling and high-quality website content, including blog posts and page descriptions.

Update content and website links for maximum optimization and search engine rankings.

12/2019 – present
Baku, Azerbaijan

Project Lead Developer, Barattson 

Take up the responsibility of the entire Project.

Carefully analyze the project and rectify the errors found in the process.

Undergoing the process of analysis in order to fulfil the requirement of system wide.

Developing the detailed design structure after understanding the requirements and the design.

Implementing the best practices and coding standards of the project.

Keep on asking for the reviews and feedback from the peers.

Reporting for all the weekly tasks in form of accurate and detailed reports.

To keep a check on the whole system, conduct the testing and integration testing for the entire system.

Working on identifying the project risk and planning mitigation action with the PM at project level.

Being proactive while reacting to the surprises and should have written explanation for the same.

To assist and guide the Project Lead/PM/BA in project coordination.

To ensure that Team is working as per the listed procedures, Lead should conduct FIR- Process check master.

Work on constantly increasing the productivity of the team and reducing the waste on the other end.

Inspiring all the other team members, a Lead who is looked upon by all the members.

03/2020 – 06/2020
Baku, Azerbaijan

Technical Expert and SMM Manager -GCC/SEA & CIS,
yourcompanyinazerbaijan 

Creating application designs and develop web pages to streamline business processes and programs.

Managing social media platforms including Instagram, Snap chat, Facebook and Twitter and Handling other B2B and B2C platforms.

Assessing and analyzing all technical programs used by the company, and all technical products created by the company, if any.

Providing tech support for programs and applications to both customers and other staff members within the company.

Training customers and company staff on apps and products, advising them on the best practices for using technical applications and programs.

Designing training materials for other staff members to teach them the most efficient methods for using company tech.

Troubleshooting technical programs, products, and applications used by the company, and redesign programs as needed to make them more efficient and effective.

Minimizing company costs by finding ways to increase productivity and reduce expenses.

Learning new products and technologies as they become available to find the best methods for using them.

12/2019 – 01/2020
Baku, Azerbaijan

Inbound Tourism Manager & SMM Manager - GCC / SEA & CIS,
SALAM Tourism & Travel 

Fully responsible for budgeting and implementation + P & L.

Procuring best deals with suppliers of ground services that meets individual market requirements.

Continuously sourcing new businesses and service new business from existing and new market.

Overseeing and managing the operational activities to support and provide an efficient service delivery for guests.

Understanding the regulatory and compliance issues in relation to running the inbound activities.

Responsible for inbound activities (excursions, MICE and hotel reservations, transfers, visas etc..)

Responsible for local corporate sales to target the incentives and events.

Managing complete inbound operations and staff management.

Planning strategies to increase sales and achieve the set targets.

Producing monthly reports / updates.

Managing & exhibiting at selected trade shows.

Generating sales from all selected markets and achieve set targets.

Responsible to maintain inventory and the infrastructure.

Creating and introduce new packages.

Maintaining good relationship with all the local hoteliers and suppliers.

Responsible to contract with overseas agents, wholesalers and online systems.

Responsible for marketing inbound products locally and international.

Handling customer complaints, dealing with customer inquiries and aiming to meet their expectations.

Ensuring smooth functioning of the inbound department.

Liaising with travel partners, including airlines and hotels, to manage bookings and schedules, often one year in advance.

Ensuring regular contact with clients and provide timely and efficient responses to all customer queries.

Contributing to a drive for excellence across the wider inbound sales & operations team and other departments.

Managing social media platforms including Instagram, Snap chat, Facebook and Twitter and Handling other B2B and B2C platforms .

10/2019 – 01/2020
Baku, Azerbaijan

Business Development Manager - CIS & ME,
ARGenesis Management Consultancy 

Proactive account mapping of target accounts.

Outbound prospecting.

Responsibility for creating pipeline.

Quickly achieve, and maintain over time, an adequate understanding of products and solutions to be able to explain them to strangers with no familiarity with Argenesis.

Assist in building & refining Argenesis go-to-market strategy, marketing initiatives and sales campaigns to help assist in sales pipeline building.

Maintain outbound sales activities to drive all stages of the pipeline.

Update and maintain CRM as appropriate.

Meticulous adherence to process and attention to detail, ensuring that all client interaction maintains Argenesis commitment to excellence.

Report results on weekly basis, both qualitative and quantitative.

Support the rest of the Sales team as required.

10/2019 – 01/2020
Baku, Azerbaijan

Business Development Manager - CIS & ME,
Buta Insurance & Reinsurance Broker CJSC

Responsible for establishing and building new relationships with existing and potential producers that have prospective business that meets the companies underwriting criteria.

Articulate Vero's service and value propositions and target markets as well as specific product features, target markets, advantages and benefits.

Handled the tasks of preparing strategic plans and objectives for growth of the organization; assigned the tasks of developing and implementing insurance policies for insurance holders.

Provided support to insurance sales financial department; developed and generated various types of insurance policies to individuals and business professionals on behalf of the organization.

03/2015 – 10/2019
Frankfurt, Germany

**Business Development Manager - EU & ME, Insurance Broker Frankfurt /
Versicherungsmakler und Experte für Krankenversicherungen** ☑

Responsible for providing functional supports to the sales and marketing department to achieve high standard of customer services; handled the tasks of conducting assessment in accordance with the requirements of clients.

Assigned the responsibilities of preparing report for evaluating risks to ensure appropriate coverage; responsible for maintaining accurate date record of the department's business operations.

Handled the tasks of preparing strategic plans and objectives for growth of the organization; assigned the tasks of developing and implementing insurance policies for insurance holders.

Assisted insurance sales team in achieving monthly sales target; launched new products and services for increasing the company's profitability; support international consulting group in securing global mandates for Frankfurt insurance Broker LLC.

Provided support to insurance sales financial department; developed and generated various types of insurance policies to individuals and business professionals on behalf of the organization.

02/2019 – 03/2019
West Sussex,
United Kingdom

Marketing Manager, World Aero ☑

Responsible for Marketing for World Aero - MRO service in MEEBA AIRSHOW 2019 - Venue (Dubai - UAE)

02/2014 – 09/2014
London,
United Kingdom

Banking Officer, Serco ☑

Proactively developed new client business through team portfolio management, which includes solicitation of client referrals and promotion of product and services; provided basic operational support to the business as required.

Performed a variety of sales and services activities to all customers including business banking with the primary focus on advance and premier customers; responsible for ensuring the accurate and timely processing of all activities related to area of specialty.

Ensured compliance operational and system controls in accordance with regulatory standards and engages in customer conversations following a prescribed sales process designed to effectively uncover customer needs and provided relevant customer solutions.

Leverages lead sources to supplement weekly outreach efforts will include but no limited to lead lists, internal and external referrals, prospecting and referrals from centers-of-influence; managed a portfolio of mass affluent customers with responsibility to deepen, retain, and improve the profitability of these relationships.

Recommended strategies clients can use to achieve their financial goals and objectives, including specific recommendations in such areas as cash management, insurance coverage, and investment opportunities to determine whether they fit into financial plans.

05/2012 – 06/2013
Jeddah, Saudi Arabia

Customer Service Team Manager, ETISAL International Group ☑

Established new processes and procedures that were used in new hire training as well as codified established rules of conduct for existing employees; provided excellent customer services including answering questions and locating products.

Coordinated the daily operations of the common area ensuring for timely associate break periods and smooth transition at shift changes; organized training workshops to improve the performance of the members who were lagging behind in terms of performance.

Performed administrative duties for the department as required including handling calls, track departmental expenses and prepared invoice payments; interacted monthly with upper management regarding coordination of new employee orientation.

Maintained a high level of quality to achieve high standard of customer satisfaction; responsible to and resolve employee relations issues expressed by team members; created and maintained high quality work environment so team members are motivated to perform at their highest.

Establish work procedures and processes that support company and customer services department standard, procedure, and strategic directives; responsible for payroll processing on a weekly basis for all employees within store location.

07/2007 – 08/2010
Mumbai, India

Sales Officer, Swimwell FRP Pools PVT LTD ☑

Maintained a portfolio of 100+ key client accounts to ensure product deliver, customer satisfaction, relationship management, and timely follow up to inquiries; advised company and clients on investment options by analyzing and determining risk factor.

Researched economy volatility, consumer interest, seasonality, and forecasting reports to develop sales goals that are realistic and measurable; lead monthly trainings for sales representatives to talk about important topics such as pitch delivery, customer needs assessment, up-selling strategies, and lead conversion techniques.

Oversaw six area sales supervisors and help them identify areas of improvement, assess team performance, set sales goals, and realize potential leads and opportunities.

Responsible for finding and winning new customers, as well as looking after existing customer accounts, managed the sales team, the product inventor, directs the sales/ marketing and the customer service management.

Skills

PHP Framework:- Laravel & CodeIgniter	● ● ● ● ●	HTML Fundamentals of HTML	● ● ● ● ●
CSS Fundamentals of CSS	● ● ● ● ●	SASS Fundamentals of SASS	● ● ● ● ●
JAVASCRIPT jQuery, React.js, D3.js, Underscore.js, Anime.js, Chart.js, Angular.js etc.	● ● ● ● ●	Version Control Git	● ● ● ● ●
Content Management Systems WordPress, WIX, Magento, Shopify etc.	● ● ● ● ●	Deployment Servers Netlify, Github Pages & other host Servers etc..	● ● ● ● ●

Languages

English Spoken English Proficiency Certification	Azerbaijani Azerbaijani Language comprehensive course	Arabic Mother Tongue
Hindi / Urdu Mother Tongue		

Certificates

Programming in HTML5 with JavaScript and CSS3 (SASS) Udemy - Programming Academy	Azerbaijani Language comprehensive course Udemy: Online Courses	Spoken English Proficiency Certification Let's Talk Institute Pvt Ltd
A+ Certification karROX Technologies Ltd.	N + Certification karROX Technologies Ltd.	

Interests

- Traveling
- Listening to the Music
- Learning New Technologies

Projects

05/2021 – present	Inam Clinic ↗ Custom Website Built on PHP and Laravel Framework.
05/2021 – present	Mctab ↗ Custom website built on WordPress and PHP.
05/2021 – present	Amotech LLC ↗ Website Build on PHP and Laravel with English and Azerbaijani.
05/2021 – present	Personal Portfolio Website Custom website build on PHP and Laravel framework in English and Azerbaijani.
04/2021 – 05/2021	Weedneedz ↗ Custom Multi-Vendor E-commerce website build on PHP and Laravel with complex Admin panel with Seller Panel, Buyer Panel.

- 04/2021 – 05/2021 **GN group of Companies** [↗](#)
Customer Business Consultancy website build on PHP and Laravel Framework in English and Russian.
- 03/2021 – 05/2021 **Barattson CRM** [↗](#)
Learning Management system and School management System build on PHP and CodeIgniter framework.
- 10/2020 – 05/2021 **Barattson** [↗](#)
Current website developed on PHP with the help of Laravel frame work and backend system (School man) Developed on C# and now making a new website in WordPress with LMS with live courses and everything will be linked to School man for Offline course and on demand courses and once the project is completed will be deployed to a dedicated server.
- 12/2020 – 04/2021 **Greencard Azerbaijan** [↗](#)
Developed in PHP with custom framework and connected to CRM which was initiated in WordPress so that client get all the details for the members and deployed on Cloud.
- 03/2021 – 03/2021 **MAINCHORD Solutions** [↗](#)
Custom website Build on WordPress with the help of PHP and CSS.
- 09/2020 – 02/2021 **Conex** [↗](#)
Developed on WordPress with woodmart premium theme and woo commerce plugins for ecommerce layout and designed the logo deployment.
- 11/2020 – 12/2020 **Sublime Management Services** [↗](#)
Developed the website in WordPress with some customer PHP ,HTML blocks and CSS and deployed on SSD site -ground servers.
- 09/2020 – 10/2020 **Benzeine** [↗](#)
Developed in WordPress with custom php and css and html blocks with UI/UX and deployed on site-ground hosting servers.

12/2019 – 09/2020

Salam Travel [↗](#)

Designing companies CRM and task management system on Bitrix platform.

Doing all the necessary setup for all the employee's and the management for making efficient workflow.

Helping the Back End team to make a successful Web based platform to control the direct.

booking performed by the end user though salam tourism website.

Helping the team to set up My Hub Lite (Booking Engine which is connected to website) to work efficiently.

Integration of Payment gateway API –PAYEMS.

Integration of Rate Hawk API – (Supplier of Hotel Booking system)

Integration of Flexible Autos API – (Supplier of Car Hire Booking system)

Integration of PK Fare API – (Supplier of Airlines Booking system)

Integration of HOPPA API – (Supplier of Airport Transfers Booking system)

Testing live servers and payment gateways.

Debugging of the various errors and rectifying design flaws.

Helped the design team and back end team to get the correct algorithm and responsive website.

12/2019 – 07/2020

Yourcompanyinazerbaijan.com [↗](#)

Co-ordinated with the design team and back end team to get the correct algorithm and responsive website.

Putting the contents and alignment of the web pages though Control panel.

Hosting the website on the company's domain.

Debugging of the various errors.

Rectifying design flaws.

Integration of payment gateway API - PAYEMS

Testing live servers and payment gateway.

Awards

03/2016

Best Emerging Talent, FRANKFUT INSURANCE BROKER LLC

04/2014

Employee of the Month, SERCO GLOBAL SERVICES

06/2008

Employee of the Year, SWIMWELL PVT LTD

Organisations

02/2014 – 09/2014

Serco, Community Volunteer

London,

United Kingdom