

ABDELRAHMAN MOHAMED

BUSINESS DEVELOPMENT | TECHNOLOGY & SAAS

Ankara, Türkiye | Open to relocation | +90 552 750 82 02 | abdoessammo@gmail.com
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Arabic - Native | English - C1 | Turkish - C1



Portfolio

PROFESSIONAL SUMMARY

Computer Engineering graduate focused on technology business development, with client-facing experience in digital solutions and international environments. Presented websites and product features, gathered requirements and feedback, and translated technical systems into clear business value. Combines SaaS knowledge with cross-cultural communication for Türkiye-MENA markets.

BUSINESS DEVELOPMENT COMPETENCIES

Client Development

Requirements Discovery · Client Communication · Presentations · Product Demonstrations · Follow-up

Business Development

Lead Qualification · B2B/B2C/B2G · Proposal Support · Solution Positioning · Market Research

International Business

Türkiye & MENA · Cross-Cultural Communication · International Stakeholders · Arabic-Turkish-English

Technical Advantage

SaaS · Digital Products · REST APIs · Automation · Technical-to-Business Communication

RELEVANT PROFESSIONAL EXPERIENCE

Technical Support Engineer | AFAQY

Riyadh, Saudi Arabia | Jul 2024 - Sep 2024

- Supported operational users and stakeholders across fleet operations covering 650+ vehicles, clarifying needs and explaining platform features.
- Delivered training and documentation that supported product adoption and effective day-to-day use.
- Coordinated with field and operations teams, followed customer issues and translated operational needs into technical requirements.

Software Developer Intern (Erasmus+) | RE/MAX Wise

Lisbon, Portugal | Sep 2025 - Nov 2025

- Presented websites and newly developed features directly to real-estate clients and stakeholders, demonstrating functionality and collecting feedback.
- Discussed requirements with clients, management and marketing, translating feedback into practical technical changes.
- Supported three live platforms through improvements to usability, content structure, SEO, accessibility and production reliability.

Freelance Web & Digital Solutions | Independent

Türkiye / Remote | 2026 - Present

- Discovered client requirements and clarified objectives, scope, priorities, budgets and timelines for digital-solution work.
- Explained technical options in business terms and recommended solutions aligned with client needs.
- Managed presentations, feedback, deployment and post-delivery support throughout the client relationship.

PROFESSIONAL EXPERIENCE - CONTINUED

Software Engineering Intern | Feinsoft

Ankara, Türkiye | Feb 2026 - May 2026

- Helped convert client and institutional requirements into structured digital workflows and technical tasks.
- Supported requirement clarification, testing, troubleshooting and delivery coordination with developers and stakeholders.

SELECTED BUSINESS & DIGITAL SOLUTIONS

Kolaytec Multilingual Service & Quotation Flow | *Multilingual service presentation, lead intake, secure email delivery*

- Built a multilingual website presenting digital services to Arabic, Turkish and English audiences.
- Developed a quotation workflow capturing service, package, budget, timeline, language, contact and consent information for structured follow-up.

AI-Powered Job Discovery Automation | *APIs, AI evaluation, workflow automation*

- Converted a repetitive information-search process into a structured automated solution.
- Combined data collection, AI evaluation, filtering, storage and notifications to support faster decision-making.

EDUCATION

B.Sc. Computer Engineering | Atatürk University, Erzurum, Türkiye | Graduated Jun 2026

Medium of Instruction: 100% English

Full-Stack Software Engineer Diploma | ALX | Oct 2023 - Nov 2024

SELECTED CERTIFICATIONS

Google | Fundamentals of Digital Marketing

INTERNATIONAL EXPERIENCE

- European Solidarity Corps, Romania 2025 - Workshop facilitation and international teamwork.
- Web Summit Lisbon 2025 - Attendee-facing operations and communication at an international technology conference.

ADDITIONAL INFORMATION

Nationality: Egyptian | Military Service: Exempt | Based in Ankara, Türkiye | Open to relocation

REFERENCES

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