



Warren Simon

PRESALES




















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SKILLS

Proposal Writing		Firestore	
Technical Presentations		OpenERP-Odoo	
Project Planning		SOAP	
Scrum		REST API	
Software Documentation		Web Applications Development	
ERD		Drupal CMS	
MySQL		Cloud Computing - Openstack	
PostGRES		Flutter	
Workbench		MongoDB	
Firebase			

EXPERIENCE

Presales

Over Coffee Solutions *May 2018 - Nov 2018*

Technical Sales

Over Coffee Solutions *May 2017 - Nov 2018*

- Develop long-term relationships with clients, through managing and interpreting their requirements
- Persuade clients that a product or service best satisfies their needs in terms of quality, price, and delivery
- Negotiate tender and contract terms and conditions to meet both client and company needs
- Calculate client quotations and administer client accounts
- Provide pre-sales technical assistance and product education
- Analyze and document system specifications and requirements in a user story format
- Follow up the product development process and make sure all requirements are implemented
- Road map the product- Arrange and carry out product training
- Analyse costs and sales
- Prepare reports for head office and keep customer records
- Support marketing activities by attending trade shows, conferences, and other marketing events- Make technical presentations and demonstrate how a product meets client needs
- Liaise with other members of the sales team and other technical experts
- Help in the design of custom-made products
- Provide training and produce support material for other members of the sales team.

Cloud DevOps Engineer

ITSynergy *Jun 2012 - Jun 2015*

- Working mainly with Openstack clouds, fixing bugs, and extending OpenStack cloud solutions. We mainly build applications on top of Openstack clouds, like attendance system, traceability systems, etc. We are also responsible for
- deploying, optimizing lots of opensource applications on our Openstack cloud.
- Working with difference management tools for managing the Openstack cloud.

- Building our own Openstack management tools.
- Integrating existing solutions on the cloud with different web services for
- difference cloud service providers.
- Building Video conference systems on the cloud.
- Building and providing a set of E-Learning tools and systems on the cloud.
- Working with different Openstack APIs to build applications based on it.
- Testing and investigating different opensource applications to be used with the
- cloud.
- Building complex web applications using PHP with different frameworks and
- Technologies.
- Building web services for integrating cloud applications with 3rd parties using
- Python.

EDUCATION

Faculty of Computers and Information
University of Texas at Arlington *Sep 2007 - Jun 2011*

High School Degree, Mathematics
University of Southern California *Jun 2007*

LANGUAGES

Arabic



French



English

