Nabil Mohamad

IT Solutions & Project Manager · Business Analysis | Digital Transformation | Technical Delivery
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PROFILE

IT solutions and project professional with 19+ years of experience, combining business understanding with technical delivery. Experienced in analysing requirements, evaluating technologies, leading multidisciplinary teams of up to 17 people, and managing projects from client discovery through delivery and reporting.

CORE STRENGTHS

- Business analysis and requirements engineering
- Project management and technical delivery
- Team leadership, recruitment and performance management
- Digital transformation and process automation

PROFESSIONAL EXPERIENCE

05/2026 – 10/2026
Digital Solutions & Automation Consultant (project-based)
Mazenprofit (client: Mazen Saleh, Hamburg) · Remote

- Led the technical solution end to end, from business-model analysis to delivery, for a subscription-based Amazon market-analysis platform.
- Carried out most of the business-model analysis, competitor research, technology evaluation and technical review.
- Designed an automated deal-intelligence system across four Amazon marketplaces, covering price differences, profitability and ROI, configurable filters and alert distribution.
- Built the subscription platform on WordPress, WooCommerce and LearnDash, including payments, membership workflows and affiliate functionality.
- Integrated third-party pricing data through an API, and implemented technical SEO, performance optimisation and GDPR-related privacy measures.
- Coordinated with external service providers on hosting, content delivery and integrations.

02/2026 – 03/2026
WordPress Developer (project-based)
Corsica (Iraq) · Remote

- Designed and built a corporate WordPress website for a design, exhibition and event-services company, from requirements to launch in six weeks.
- Built responsive sections for services, projects, team, clients and quote-request workflows.

08/2025 – 01/2026
Project Manager (contract)
DM Lines Marketing, Dubai · Remote

- Coordinated SEO, website, analytics and Google Ads delivery for a driving-school client.
- Improved monthly search impressions from 292K to 326K through coordinated technical issue resolution and reporting.

01/2022 – 03/2025
SEO Manager & Web Developer
DM Lines Marketing, Dubai · Remote

- Led technical SEO, website development, content optimisation and analytics for client accounts.
- Increased organic traffic by 35% and improved loading speed through documented technical improvements.

12/2019 – 11/2021
Business Development Manager
Dgate.biz, Istanbul

- Led web, SEO, digital marketing and branding initiatives, and coordinated cross-functional client projects.
- Supported digital transformation and improvements to online customer engagement.

01/2017 – 09/2019

Director of Branch Operations

ProiTS, Damascus (headquarters: Dubai)

- Led the Damascus office and core delivery team, with approximately 17 employees across development, branding/design and social media, through team leaders.
- Coordinated projects across Syria, Dubai and Bulgaria, primarily for Gulf-region clients, including the UAE Basketball Federation.
- Applied Agile/Scrum practices: daily coordination, milestone planning, resource planning and structured delivery.
- Recruited and interviewed staff, defined roles and required skills, proposed budgets, and evaluated employee performance.
- Streamlined IT operations and workflows, and mentored employees.

03/2015 – 01/2017

Web Development Team Lead

ProiTS, Damascus

- Managed a development team that delivered WordPress and custom web projects using PHP, SQL, JavaScript, HTML and CSS.
- Worked directly with clients to scope requirements and manage delivery.

03/2007 – 12/2014

Co-founder & CEO

TRUST IT, Damascus

- Founded and led an IT services company of over 12 employees, responsible for development, delivery, client operations and team management.
- Started with preventive IT maintenance and technical support contracts for institutions, hospitals, embassies and private companies, including networks and servers.
- Expanded into custom software, websites, hosting and business digitalisation.
- Led the development of a clinic and patient management system, designed with domain experts and real users.
- Led the development of a digital archiving solution for a shipping company, replacing manual document-management processes.
- Managed business development, client relationships, recruitment, performance evaluation and budget proposals.

EDUCATION

2016 – 2021

Bachelor of Information Technology Engineering (Information Systems and Networks)

Syrian Virtual University · Graduation project submitted 2020; certificate dated 2021 · Grade: Good · ZAB evaluation: equivalent to a German Bachelor's degree

2011 – 2014

Higher National Diploma in Computing & Business Applications

Syrian Virtual University

2005 – 2009

Business Administration studies (coursework completed, no degree awarded)

Tishreen University

LANGUAGES

Arabic: native · English: professional working proficiency · German: B1 (TELC, 13.02.2025); currently studying towards B2

References available upon request.