

OBADA SMAISEM

SOFTWARE ENGINEER

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As a dedicated software engineering student with extensive experience in the educational consultancy domain, I bring a unique blend of technical and professional skills to the table. With 4 years of experience as a Sales Manager at a leading educational consultancy company, I have a solid foundation in sales strategies, client relations, and team leadership. Currently, I am pursuing my academic studies in Software Engineering at Sakarya University in Turkey. This combination of professional experience and academic pursuits allows me to bridge the gap between technology and education, offering unique insights and solutions in both field

EDUCATION

Software Engineering **Aug 2022 - May 2026**
Sakarya University

Business Administration **Aug 2023 - May 2027**
Anadolu University

PROFESSIONAL EXPERIENCE

Sales & Consultant Manager , Edutesla Educational Consultancy **Jan 2023 - Jan 2024**

- Sales Management by Led sales team efforts to identify and acquire new clients, increasing the customer base by 40 %
- Reprogrammed and customized Bitrix24 to align with the company's operational needs, enhancing system functionality and user experience.
- Supervised and mentored junior sales and consultancy staff, fostering a collaborative and high-performance work environment.
- Developed and executed sales strategies to meet and exceed sales targets.

Operation manager, Future Educational Consultancy **Feb 2020 - Dec 2023**

- Oversaw daily operations of the consultancy, ensuring smooth workflows and efficient service delivery to clients and partners.
- Ensured that the consultancy maintained high standards of client service, addressing any client concerns promptly and efficiently.
- Oversaw the consultancy's budget, ensuring optimal allocation of resources and monitoring financial performance against forecasts.
- Spearheaded various initiatives and projects aimed at enhancing the consultancy's services, brand presence, and overall operational effectiveness.
- Led and mentored the operations team, fostering a culture of collaboration, growth, and excellence.

SKILLS

Web Development : HTML , CSS , JS

Programming languages : Java , C++ , C#

Database management : MySQL , PostgreSQL

Version Control : Git

Framework : SpringBoot & .Net

ADDITIONAL INFORMATION

Languages:

- Arabic : Native proficiency
- English : Upper-Intermediate proficiency
- Turkish : Upper-Intermediate proficiency