SAMI ABRASH

Aramoun, Lebanon · +961 81 02 33 26

Date of Birth: 23/03/2003

Email: samiabrashg@gmail.com

Nationality: Syrian, born in Lebanon, born to a Lebanese Mother

Curriculum Vitae

Talented and dedicated guy with business and programming backgrounds currently searching for a position where I can integrate my technical skills to gain additional experience and **evolve** in both fields.

EXPERIENCE

May 4, 2024 – October 4, 2024

Backend Development Internship at XPERTBOT ONLINE ACADEMY (Bob Fleifel)

- Building and developing RestAPIs
- Laravel, MySql, Postman, Composer
- Git and Github

May 4, 2024 – October 4, 2024

Quality Assurance Software Testing Internship at XPERTBOT ONLINE ACADEMY (Bob Fleifel)

- Project management platforms: Jira and Azure DevOps
- Manual testing
- Automated testing using Python, Pytest and Selenium Web Driver
- Automated tests using Python for testing backend APIs
- Unit testing: testing single units
- Integration testing: ensure all services and functions work together as expected
- Regression testing: ensure that all functions work as expected, even after updates
- Compatibility testing: ensure that app is compatible with different OS, browsers, devices...
- Currently practicing rest of other principles

September 1, 2023 – November 1, 2024

Client Follow-up at *GQCL* – ISO certification body provider

- Ensured clients' application submission, verification, and review
- managed clients' non-conformities, certification suspension, and maintained certification integrity
- Ensured transparency and impartiality in certification activities
- Engage with clients seeking certification for their management systems
- Approved audit plans
- Addressed complaints from clients related to certification activities
- Attended top management meetings and participated in decision making
- Helped find, track, and solve errors and problems in the working process

September 1, 2023 – November 1, 2024

Sales Manager Assistant at *GQCL* – ISO certification body provider

- Handled customer support to any inquiry related to ISO standards or to the working process

- Participated in ON-SITE meetings with customers alongside sales manager and sales representative
- Created documents (briefs and requirements) for ISO standards (), from a client's point of view for a better understanding
- Entry of GQCL's certified clients (certified entities) to IAF certification search website (see in references)
- Meeting on-site with clients on behalf of GQCL when needed

January 10, 2023 – March 20, 2023
Full-Stack Web Development Internship at TECHLARIOUS ONLINE ACADEMY

- MERN Stack, Postman, APIs, routing, modelling, controllers
- Frontend development using React
- RestAPI and backend development using NodeJs and ExpressJs
- Gained good knowledge in dealing with MongoDB
- Introduced and practiced Git and Github

September 1, 2022 – August 31, 2023
Sales Representative at *GQCL – ISO certification body provider*

- Tele sales calls from office
- Face-to-face meetings with interested clients
- Non-finished deals follow-up
- Data collection operations (Company Name, Person Name, Phone Number, Location) for daily dialling
- Data management for dialled and collected information on Microsoft Excel Sheets.

September 1, 2022 – August 31, 2023
Data entry at *GQCL – ISO certification body provider*

- Entry of dialled leads and clients' information to CRM system (Cleome Solutions)
- Entry of clients (certified entities) to IAF management site

EDUCATION

October 2020 – October 2023 at Faculty of Technology, Lebanese University (2nd branch)
Computer Science in Business Applications (BC)

September 2020 High School Graduate at Aramoun Official Secondary School
Life Science Section

SKILLS

- Strong communication and interactive skills
- Sales and negotiation skills
- Programming and logical skills
- Attention and dedication to the work I love
- Flexible and adaptive
- Works with team
- Leadership skills gained from heading on-site meetings with clients and from participating in management meetings at GQCL
- Formal and professional emailing

- Attention and dedication to the work I love
- Trained well for git and git commands (TECHlarious and Xpertbot)
- Professional Keyboard Typist with a speed of 104 words per minute (touch typing) – 10fastfingers.com

LANGUAGES

Arabic: Mother tongue
English: Fluent

REFERENCES

Business email: sami.abrash@gqcl.co.uk

GQCL official website: https://gqcl.co.uk/

Faculty of Technology official website: http://iut.ul.edu.lb/

My LinkedIn profile: https://www.linkedin.com/in/sami2303/

My Github profile: https://github.com/SamiAbrash/

TECHlarious Academy official website: https://www.techlarious.academy/

Xpertbot Academy official website: https://xpertbotacademy.online/

IAF Certification search official website (entering certified entities): http://member.iafcertsearch.org/