



Abbass Monzer

Date of birth: 15/10/1997

CONTACT

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ABOUT ME

Experienced full-stack developer with a strong background in building web applications across various industries. Currently expanding my skill set in high-ticket sales and communication through advanced training programs. Committed to continuous growth in both technical and business-related skills.

WORK EXPERIENCE

Elite Sales Mastery – High-Ticket Sales Program

High-Ticket Sales Closer (Training & Development)

01/03/2025 – Current

- Engaged in structured training covering sales psychology, discovery, objection handling, and closing.
- Conducting daily roleplays and mock calls to strengthen communication and persuasion techniques.
- Collaborating within a peer-led sales community for continuous practice and feedback.

Jeremy Miner's NEPQ Sales Program

- Completed coursework in Neuro-Emotional Persuasion Questions (NEPQ) methodology.
- Gained advanced strategies for prospecting, framing conversations, and closing high-ticket offers.

Networking & Community Engagement

- Building a network of coaches and sales professionals through direct outreach and collaboration.
- Facilitating and participating in group training sessions and roleplay environments.

Klevr Beirut, Lebanon

Full Stack Developer

09/2023 – Current

- Developing client-side software for a range of industries, including banking and insurance using React and Next.js.
- Collaborating with a cross-functional team of 10+ members to successfully deliver web applications and projects.
- Designing and implementing responsive user interfaces with Tailwind CSS to ensure a user-friendly appearance.
- Implementing API middleware and developed server-side applications using Nest.js.
- Utilizing Strapi as the headless CMS to manage and structure content, making it easily accessible and customizable.
- Working on the server-side development using Node.js and Strapi and handling API integrations.

Ecomz Beirut, Lebanon

Frontend Developer

05/2021 – 08/2023

- Developing client-side software for an E-commerce solution using Angular 13 and React.
- Collaborated with a team of 20-25 members to deliver required tasks
- Delivered required tasks using Typescript, HTML5, SCSS, CSS, and Bootstrap.
- Ensured high performance and responsiveness to requests from the front end.
- Assisting with workflow coordination between the front-end team and UI/UX product team.
- Collaborated with the back-end development team to implement RESTful API endpoints

AstraTerra Remote - London - , United Kingdom

Full Stack Developer

10/2019 – 04/2021

- Developing an Intelligent Transport Systems solutions using Angular 11 framework.
- Collaborated with a team of 15-20 members to deliver required tasks.
- Delivered required design tasks using JavaScript, HTML5, SCSS, CSS, and Bootstrap.
- Ensuring high performance and responsiveness to requests from the front end.
- Responsible for developing and maintaining Web Application projects using .Netcore.
- Worked on the server-side logic using . Netcore and SQL database.

EDUCATION AND TRAINING

10/2019 – 07/2021 Beirut, Lebanon

● **Master's Degree In Management Information System** Lebanese University

10/2016 – 10/2019 Beirut, Lebanon

● **Bachelor Degree In Management Information System** Lebanese University

LANGUAGE SKILLS

MOTHER TONGUE(S): Arabic

OTHER LANGUAGE(S): English

SKILLS

FRONTEND

Angular | SCSS | CSS | React | HTML | Bootstrap | Javascript | Next.js | Tailwind | Typescript

BACKEND

.Netcore | Nodejs | JSON | StrapiCMS | NestJS Framework

DATABASE & DEVOPS

MongoDB | SQL | PostageSQL | Docker

VERSION CONTROL & COLLABORATION

Github | Git | Gitlab | Jira

SALES

High-Ticket Sales | Sales Psychology | Lead Generation & Prospecting | Closing Techniques | Objection Handling | Communication & Negotiation