

TAREK AL SARRAJ

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Professional Summary

Results-driven Technical Pre-Sales Engineer with a solid background in full-stack web development and cloud fundamentals. Skilled at translating business needs into technical solutions, preparing proposals and RFPs, analyzing integration and development requirements, and supporting clients throughout the pre-sales cycle. Certified Microsoft Azure Fundamentals (AZ-900). Adept at collaborating with sales, product, and engineering teams to design scalable SaaS and on-prem solutions that meet client objectives.

Experience

- **Pre-Sales Engineer**

Lexzur (UAE-based company) | Remote | May 2025 – Present

- **Prepare technical proposals end-to-end:** gather effort estimates and man-days from integration, custom-development, and data-migration teams.
- **Conduct technical meetings** with potential clients to address infrastructure, security, and integration questions.
- **Analyze client requirements** and recommend appropriate licenses, hosting, and services.
- **Design project timelines and Gantt charts**, coordinating with cross-functional teams to ensure feasible delivery schedules.
- **Collaborate with Business Development** to prepare RFI/RFP responses and technical documentation.
- **Ensure accuracy of product demos** and maintain updated solution templates.
- **Work under pressure** to meet proposal deadlines while maintaining high documentation standards.
- **Conduct live demos** tailored to client workflows, showcasing system capabilities and proposed configurations.

Key Skills: Pre-Sales Analysis, RFP/RFI Preparation, Cloud Architecture, Technical Proposal Writing, Client Engagement, Project Planning, Cross-Functional Collaboration.

- **Full Stack Developer**

Lexzur (UAE-based company) | Remote | Sep 2021 – May 2025

- Developed and maintained modules for the Contract Lifecycle Management (CLM) and Legal Practice Management System (LPMS).

- Designed a time-tracking system, dynamic contract templates (PHPDOCX), and expense management dashboards.
- Integrated digital signature libraries (TCPDF, PHPDOCX) and optimized REST API interactions.
- Worked on both cloud (MySQL) and on-prem (MSSQL) environments.
- Enhanced UX using Vue.js and SCSS; collaborated in Agile sprints via JIRA and Git.

Technologies: PHP (Laravel, CodeIgniter), Vue.js, HTML, SCSS, MySQL, MSSQL, REST APIs, Git, JIRA, Agile SDLC.

- **Co-Founder & Web Developer**

Webzone | Remote | Jul 2020 – 2023

- Delivered small-business websites and web apps using Laravel and WordPress.
- Practiced client requirement gathering and project planning—early exposure to pre-sales workflows.

Education

Bachelor of Computer Science — Beirut Arab University (BAU) | 2018 – 2021

Lebanese Baccalaureate – General Sciences | Al Bayader Aramoun School

Certifications/Courses

- Microsoft Certified: Azure Fundamentals (AZ-900) – Oct 2025
- Technical Sales: The Role of the Sales Engineer – LinkedIn Course – May 2025
- Problem Solving Basics – HackerRank – Jul 2020

Core Skills

Pre-Sales & Consulting: Technical Proposal Creation, Solution Design, Requirement Analysis, Cloud Deployment Advisory, Client Demos, Licensing Planning

Technical: PHP (Laravel / CodeIgniter), Vue.js, REST APIs, MySQL / MSSQL, HTML, CSS / SCSS, JavaScript, Git, JIRA

Cloud & Infrastructure: Azure Fundamentals, Cloud Hosting Models (SaaS/PaaS/IaaS), APIs & Integrations

Soft Skills: Cross-Department Collaboration, Technical Writing, Presentation & Demo Delivery, Time Management, Attention to Detail

Languages

- English: Fluent
- Arabic: Native