

Mohammad Rami Samhori

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Professional Summary

Results-driven **Senior IT & Network Infrastructure Manager** with **15+ years** of global expertise in **telecommunications, optical networks, and project delivery**. Experienced in **leading cross-functional teams, managing PoC initiatives, and delivering scalable IT solutions** in multi-vendor environments. Adept at **bridging R&D with market needs**, optimizing product lifecycles, and driving customer requirements towards implementation. Strong background in **test automation, project management, and service delivery** across APAC.

Core Competencies and technical skills

- ✓ **Azure administrator** and resource planning and implementation.
- ✓ **Pre-sales and Demo presentation..**
- ✓ Kali Linux, Ubuntu, Virtualization (VMware Exsi, Proxmox,...).
- ✓ **Fullstack developer (Laravel framework, php, React, Next.js, Typescript..).**
- ✓ **Technical Leadership** (project delivery Team Lead, NPI Engineer, IT Infrastructure)
- ✓ **Project & Stakeholder Management** (Agile, CI/CD, Software development cycles)
- ✓ **Optical Networks** (Nokia 1830 PSS, PSIM).
- ✓ **Test Automation & QA** (Python/Robot Framework, CI/CD, E2E Testing)
- ✓ **Customer-Centric Solutions** (PoC Support, Demos, Pre-Sales Engineering)
- ✓ **IT Infrastructure & Service Delivery** (Windows Server, Active Directory, NetManager).
- ✓ **Soft Skills:** Stakeholder Communication, Emotional Intelligence, Decision-Making, team leadership.

Learning Experience

Azure, cybersecurity, backend developer freelancer | 2025-Now

- Linkedin study for Azure administrator (web App deployment, CI/CD, VMs, VNets,..)and architecture.
- Linkedin study for cybersecurity (Ubuntu Linux, pen testing, ethical hacking, Kali linux and purple,..)
- Full stack team leader (react, Next.js, php, MySQL, Laravel 12, HTML, CSS, JS).
- Linkedin PMP fundamentals.
- Virtualization (proxomos, VMware ESXI)

Senior Web Developer Team Leader

Metech Web Design & Development Solutions (Saudia Arabia | Remotely) | 2025–NOW

- Led a team to build custom websites and web apps using React, Laravel, and WordPress.
- Made sure sites were fast, mobile-friendly, and followed SEO best practices.
- Set up secure back-end systems with APIs, databases, and third-party integrations (payment, CRM).
- Mentored junior developers and worked with marketing/design teams to align projects.

NOKIA | 2011–2024

Senior Network Infrastructure IT Manager (India/Malaysia) | 2024–2025

- Customer Project delivery Leader, Led a **team of network engineers** to deploy and test scalable **IT infrastructure** (Nokia hardware/software) for clients in their labs or in our lab, across **India, Taiwan, Indonesia, and Malaysia**.
- Remote Spearheaded Proof of Concept **PoC support for APAC/Japan**, ensuring seamless integration of **optical network solutions (1830 PSS, PSI-M)**.
- Orchestrated **live demos/exhibitions** on optical network polarization sensing. customers pre-sales meetings and demos.

New Product Introduction (NPI) Engineer (China) | 2020–2024

- Managed **200G–800G optical demos**, outperforming competitors in lab evaluations.
- Maintained continuous customer engagement and delivered post-demo technical analysis.

Test Automation Team Lead (China) | 2015–2020

- First to cooperate with the development team to design the keywords using **python**, then **coach** and **lead my team** for using it and writing the test automated cases.
- Managed **resource allocation** and **risk mitigation** for test automation projects.
- Developed **Python/Robot Framework scripts**, automating **40% of regression tests** and accelerating releases.
- Implemented **CI/CD pipelines** for Continuous Regression Testing (CRT), improving QA by **60%**.

Manual Test Engineer (China) | 2013–2015

- Designed **200+ test cases**, aligning with technical specs, features checkpoints and release timelines.

Customer Support Engineer (Syria) | 2011–2013

- Administered **NetManager for fixed networks** and trained 50+ users on system operations.

TRIVIEW (Syria) | 2010–2011

Production Manager

- Optimized LCD TV production workflows, reducing defects by **15%**.

Education & Certifications

 **BSc, Information & Telecommunication Engineering** (2009) from HIAST.

 **Certifications:**

- **PMP Fundamentals** (LinkedIn) | **Digital Marketing & SEO** (LinkedIn)
- **Web Design (HTML/CSS/JS)** (LinkedIn) | **Photography & Video Editing** (LinkedIn)
- **Full Stack (React/Laravel/Mysql)** (LinkedIn).

Languages

- **English** (Fluent) | **Arabic** (Native) | **Chinese** (Basic)

Achievements

 **Q2 Network Infrastructure Star Award** (Fiber Sensing Demo)

 **Multi-Time Winner** – Software Bug Hunting Excellence