

# ABDELRAHMANE FERCHICHI

## Innovation & Intelligent Systems Lead (AIoT, SaaS, Product Development)

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### SELECTED ACHIEVEMENTS

- **2 patents filed in AIoT systems**
- **\$3M+ innovation grants secured**
- **\$10-20M annual revenue from IoT-enabled products**
- **Led R&D ressources** (HW, SW, Cloud)
- **Managed €14M R&D investment**

### TECHNICAL SKILLS

- Python
- MicroPython
- React Js
- Edge AI
- AIoT Architecture
- Prototyping
- Hardware-Software Integration

### CLOUD • DEVOPS • TOOLS

Azure DevOps • Docker • Git • CI/CD • Jira • Scrum • SaaS • Quality Processes • Agile & Lean.

### SOFT SKILLS

- Leadership & Team Coaching
- Innovation & Strategic Thinking
- Cross-functional Collaboration
- Technical Writing & Communication

### CORE COMPETENCIES

Innovation • Collaboration • Proactivity • Communication • Strategic Thinking • Adaptability.

### LANGUAGES

French (Native) • English (Fluent) • Arabic (Intermediate)

### EDUCATION

**2021** — Master’s, Digital Transformation - Smart and Sustainable Cities, Université Laval (QC).  
**2016** — Engineer’s Degree (R&D 3-year apprenticeship at CEA), CESI, Nice .  
**2013** — Preparatory Program, Lycée Monge, Chambéry, France.  
**2011** — Technical Baccalaureate, Industrial/Mechanical Engineering, Lycée Monge.

### CERTIFICATIONS

Scrum Master • JS Web Dev • IoT • Big Data • Data Science • Azure Cloud

### PROFESSIONAL SUMMARY

Hands-on R&D and product leader with **12+ years** in **AIoT, SaaS, and Cloud systems**.  
From **CEA** (French Alternative Energies and Atomic Energy Commission) to startup innovation, I’ve designed and delivered connected products that bridge hardware, software, and data.  
Proven track record leading cross-functional teams and scaling **IoT** architectures into market-ready solutions.

### PROFESSIONAL EXPERIENCE

#### Co-Founder - R&D & Operations Lead | AIoT, SaaS Domely Technologies

Montréal, QC • 2019 – Present

- Led **R&D** and **operations** for **AIoT**, integrating **SaaS components** from concept to commercialization.
- Managed **\$5M** in **R&D programs** and secured over **\$3M** in **public and private funding**.
- Developed **IoT solutions** combining **sensors, embedded systems, and cloud architectures**, with **2 patents filed**.
- Optimized **production, logistics, and customer feedback processes**, generating over **\$500K** in annual profit.

#### Programmer Analyst Desjardins

Lévis, QC • 2020–2021

- Optimize enterprise Java applications for scalability and reliability.
- Support **CI/CD** and **Agile** sprints to deliver robust backend solutions.

#### Product Manager & Technical Architect Umano Medical

Lévis, QC • 2018–2020

- Led IoT connectivity and SaaS integration for smart hospital beds, deployed in **60+ hospitals** and generating **\$10-20M in annual revenue**.
- Drive product strategy, market positioning, and commercialization.
- Deliver full-stack solutions and establish **Agile R&D frameworks (SaaS, Scrum)**.

#### R&D Engineer Ministry of National Education

Grenoble, France • 2018

- Contributed to the **national dev team** creating digital platforms for **2.8M students** and **800K teachers**.
- Developed research project management tools using **Angular.js** and **Java Spring**.
- Authored functional specs, facilitated Agile ceremonies, and conducted UAT.

#### R&D Engineer (Startup Project) Mobile Healthcare App

Grenoble, France • 2017

- Lead development of a connected healthcare MVP from feasibility to prototype.

#### R&D Engineer - Photovoltaic Systems & Solar Technologies (CEA-INES)

Grenoble, France • 2013–2016

- Led R&D on next-generation **photovoltaic cells** and precision laser-cutting processes.
- Developed internal tools improving cost forecasting and research efficiency.
- Managed **€14M in R&D investment**.