

# ABDELRAHMANE FERCHICHI

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

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### SELECTED ACHIEVEMENTS

- **2 patents filed in AIoT systems**
- **\$2M+ innovation grants secured**
- **\$10-20M annual revenue from IoT-enabled products**
- **Led 10+ engineers (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 • SAFe • 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.  
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**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

- Built and scaled end-to-end **R&D** and **operations** for **AIoT** and **SaaS** products from concept to commercialization.
- Directed **\$5M R&D programs**, securing **\$2M+ public funding** and **\$1M private investment**.
- Delivered connected **IoT systems** combining **sensors, embedded devices, and cloud architectures** adopted in multiple deployments.
- Supervised **multidisciplinary teams** and aligned **R&D** with **Agile** and **DevOps** delivery practices.
- Filed **2 patents** and improved **production, logistics, and customer feedback** for greater scalability.

#### 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 (SAFe, 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**.