

Adam Lamrini

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EXPERIENCES

Indie Game Startup LLC - Project Manager

October 2024 – March 2025

- Led a team of team leads, overseeing collaboration across game design, development, and art teams.
- Managed project timelines, resource allocation, and risk assessment to ensure timely, high-quality game releases.
- Facilitated agile workflows, sprint planning, and milestone tracking for team efficiency.
- Acted as the primary communication bridge between Management, ensuring alignment on project goals.
- Implemented process improvements to enhance productivity and coordination.

AP Companies, Remote — Coordinator

June 2024 - October 2024

- Worked as a medical coordinator between the health insurance company, members/patients, and hospitals.
- Helped schedule appointments and addressed issues members had with the insurance company.

Virtual Worker Now, Remote — Appointment Setter

December 2023 - May 2024

- Scheduled and secured high-quality appointments for a solar panel installation company in the USA, contributing to increased lead conversion rates and improved sales efficiency.

Clinara International Medical Group, Turkey — Sales Team Lead

May 2021 - December 2023

- Led a team of sales representatives, ensuring consistent communication with clients.
- Found the best offers for clients and ensured a smooth process during their appointments.

Plus Clinic - Medical Tourism, Turkey — Sales Representative

January 2021 - May 2021

- Assisted international patients in finding optimal medical solutions.
- Effectively highlighted our clinic's unique offerings and superior patient care to differentiate it from competitors, leading to increased patient conversions.

Power International - Real Estate, Turkey — Sales Representative

October 2020 - January 2021

- Provided personalized guidance to clients throughout the buying process.

EDUCATION

City University, London

2019 - 2022

- Bachelor of Science with Honors in Computer Science

Napier University of Edinburgh,

Code Institute

2018 - 2019

- Degree in Full Stack Development

The British College of

Benalmádena, Spain

2017 - 2018

- A Levels in IT, Physics, and Biology

SKILLS

- Team Management & Leadership
- Communication & Negotiation
- Relationship Building
- Product Knowledge & Sales
- Time Management & Problem-Solving
- Proficiency in Sales Software and CRMs
- Cold Calling

LANGUAGES

- English - Fluent
- Spanish - Fluent
- Arabic - Fluent